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Algeria	6,000	Denmark	15,220	Norway	6,000
Austria	1,975	Iceland	1,200	Oman	2,000
Bahrain	8,650	Finland	4,950	Portugal	2,000
Belgium	42,500	France	50,000	Qatar	1,500
Canada	1,500	Germany	50,000	Qatar	70,000
China	400,000	Greece	500	Qatar	70,000
Cuba	7,000,000	Iceland	1,000	Qatar	70,000
Egypt	100,000	Ireland	1,000	Qatar	70,000
Fiji	6,000	Italy	1,000	Qatar	70,000
France	5,500	Japan	9,000	Qatar	70,000
Germany	2,300,000	Korea	1,000	Qatar	70,000
Great Britain	40,000	Morocco	2,500	Qatar	70,000
Greece	20,000	U.S.A.	4,000	Qatar	70,000
Iraq	115,000	U.S.S.R.	100,000	Qatar	70,000

ESTABLISHED 1887

## Coed Ticket Watches Its Image

*Mondale's Imperative: Hands Off His Running Person*

By Maureen Dowd

New York Times Service

SAN FRANCISCO — From the first, there had to be a policy on kissing.

"Mondale cannot, whatever he does, kiss her," said Patrick H. Caddell, the Democratic pollster.

There was a moment of suspense on this score when Walter F. Mondale and Geraldine A. Ferraro made their first joint appearance in St. Paul, Minnesota, last week. They circled each other a bit warily, not sure of the etiquette of the first meeting of the first coed presidential ticket.

"He looked like a teen-ager on the first date with: 'how in the world do you pin the corsage on her problem?'" said Robert Squier, a Democratic campaign consultant.

As they begin their campaign, Mr. Mondale and Ms. Ferraro are facing questions, both serious and humorous, of manners, semantics and body language, or kinesics: Who should stand where, who should walk first, whether to touch how to address each other.

The way they handle their campaign will forever change the public perception about men and women in politics, the experts say.

Mr. Mondale has already been asked at a press conference about their hands-off policy. "Jimmy Carter never touched me," he said.

Frank Mankiewicz, a political consultant, said: "It's a tough issue that is deep in the collective uncon-

sious. They'll have to go slowly. Their spouses should always be present. They don't want people to think they're ever alone together. They can't touch. They'll have to stay separate for a while."

They must, their advisers say, strike the proper balance of a relationship that is professional and friendly but not romantic. They must project the image of a team, rather than that of a couple.

"You don't want to turn them into America's fun couple," said Mr. Squier. "He has to treat her as a presidential heifer."

In this heightened atmosphere, it will be important to check speeches and remarks to make sure they are not mixed with double entendres, said Mr. Mankiewicz.

"Jimmy Carter used to refer to an intimate relationship with Mon-

dale," Mr. Mankiewicz said.

Mr. Squier agreed: "A lot of the stock phrases will have to be changed. Mondale can never say we have a ticket with broad appeal." He added that he has made a list of political phrases that will now be prohibited, starting with "clean skirts."

Midge Costanza, former assistant to President Carter for women's issues, said it will be crucial for the Mondale staffers not to use the "buzz words for women" when they talk about Ms. Ferraro, such as "shill" or "strident."

Mr. Mankiewicz suggested that the term running mate be switched to "running person."

It is generally agreed that the chemistry between the two has

been excellent, with Mr. Mondale's staid image getting a spark from Ms. Ferraro's livelier personality. They have already faced the jokes.

In a monologue last week, Johnny Carson, the television talk show host, talked about how angry Joan Mondale will be when her husband keeps coming home late and says he has been in private sessions with the vice president.

One of the first slogans the Democratic women's caucus came up with after Ms. Ferraro's selection was "The beef is a heifer."

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# In Fabius, Mitterrand Finds Youth, Toughness and Loyalty

By Paul Lewis  
New York Times Service

**PARIS** — Laurent Fabius, France's new prime minister, personifies the new, hard-headed, pragmatic brand of Socialism on which President François Mitterrand is trying to rebuild his party's political fortunes.

At 37, Fabius is the youngest prime minister in modern French history. Despite his youth, he is a close confidant of the president and a proven, battle-scarred political ally.

As minister of the budget and more recently as industry minister, Mr. Fabius helped mastermind the ideological about-face that France's Socialists are engaged in under Mr. Mitterrand's leadership.

## Fabius May Intensify French Austerity Plan

By Axel Krause  
International Herald Tribune

**PARIS** — Laurent Fabius is expected to continue and possibly intensify the government's economic policy of austerity, according to French Socialist leaders, diplomats and businessmen.

Many said they were reassured by the appointment of Mr. Fabius as the new prime minister by President François Mitterrand on Tuesday. But some business leaders and bankers said that they feared what they termed his "technocratic approach" to solving economic problems.

Mr. Fabius's main policy aim is expected to be to reduce government spending programs and lower the national budget deficit to 3 percent of the gross national product, business leaders and government officials said.

A major question was the future of Jacques Delors, who resigned as finance minister along with the other members of the government of former Prime Minister Pierre Mauroy. Mr. Delors is widely regarded in France and abroad as the architect of France's restrictive fiscal and monetary policies.

Senior officials in Paris, Bonn and Brussels said that the French government had officially submitted Mr. Delors' candidacy to succeed Gaston Thorn as president of the European Community Commission at the end of this year. They said that they believed he

They are trading their leftist policies for more cautious, conservative policies.

Like Mr. Mitterrand himself, Laurent Fabius represents the middle-class, intellectual tradition that has always played a powerful role in the French Socialist movement. The son of a prominent antique dealer, he was born in Paris on Aug. 20, 1946.

He graduated from some of France's most prestigious schools, including the Lycée Janson-de-Sailly in Paris, the Ecole Normale Supérieure and the Ecole Nationale d'Administration.

After entering an elite branch of the French civil service, Mr. Fabius was drawn into Socialist politics by Georges Dayan, a close friend of Mr. Mitterrand. In 1974, Mr. Fabius

joined the Socialist Party. He quickly became Mr. Mitterrand's economic adviser and then his chief of staff. He was elected to parliament in 1978.

A year later, he was appointed spokesman of the Socialist Party and in 1981 he assured his political future by managing Mr. Mitterrand's election campaign.

As minister of state for the budget in Mr. Mitterrand's first government, Mr. Fabius was theoretically in the No. 2 spot in the Finance Ministry, serving under Jacques Delors, a nonpolitical civil servant appointed finance minister.

But he quickly established his independence, and his leftist credentials, as the architect of France's new tax on wealth.

Mr. Fabius fought for the high-

est tax rate against Mr. Delors's pleas for moderation. He also demanded that the tax be paid on works of art until Mr. Mitterrand overruled him, fearful that this would result in privately owned works being sold abroad.

Mr. Fabius then began an all-out war against currency smuggling. Under his direction, French customs agents scored a notable coup when they obtained the details of about 5,000 secret Swiss bank accounts held by French citizens.

Mr. Fabius's attitude began to change as the Socialists' expansionary economic policy, designed to lead France out of a recession, led to high inflation and a decline of the franc. Instead of being "the scourge of the rich," as the press frequently called him, Mr. Fabius

joined forces with Mr. Delors to push through an austerity program that caused a sharp increase in unemployment.

Later in 1983, when the Socialists' economic policy led Jean-Pierre Chevénement, a leading leftist, to resign as industry minister, Mr. Fabius was chosen to succeed him.

Immediately, this ministry too took on a new coloration. Instead of pushing plans for more state intervention and new nationalizations, Mr. Fabius began to preach the virtues of private enterprise, free competition, low taxes and hard work.

"The private sector," he said, "is predominant in France and it is going to stay that way."

Under his direction, the Socialists started cutting back on subsidies to money-losing industries, announcing plans to eliminate tens of thousands of jobs in steel, shipbuilding and coal mines.

The government's popularity fell, but Mr. Mitterrand and Mr. Fabius stood firm.

By appointing Mr. Fabius prime minister, Mr. Mitterrand made it clear that he intended to continue his painful drive to restore the French economy to health and give the country a flourishing, competitive private industrial sector.

Mr. Fabius married Françoise Cashio in 1981. They have a son, Thomas. Mr. Fabius's official biography does not mention his favorite hobby, which is the distinctly un-Socialist one of show-jumping.

## WORLD BRIEFS

### Lebanese Moslems in Protest Strike

**BEIRUT (UPI)** — Moslems closed their stores and stayed away from work Wednesday in West Beirut and throughout Israeli-occupied southern Lebanon in a strike called to protest the kidnapping and expulsion of a religious leader.

Sheikh Mohammed Hassan Arain, a leading Shiite, was abducted by 10 gunmen Tuesday from his home in the southern port city of Sidon, then freed and ordered not to return to southern Lebanon. Police in Sidon said the sheikh apparently was suspected of instigating attacks against Israeli forces.

Lebanon's new "national unity" cabinet announced the restoration of diplomatic ties with Iran, broken in November when Iran refused to withdraw its forces from the eastern Bekaa valley. Government sources said Iran has pulled its forces out of the Bekaa leaving only about 20 clerics in the Shiite-dominated region.

### Israel Seizes Another Civilian Ship

**TEL AVIV (UPI)** — Israel reported Wednesday it had seized a Lebanese ship that it said was involved in an abortive seaborne "mace" attack against Israeli citizens.

The military command said Israeli gunboats stopped the 750-ton Ulub, chartered by Palestine Liberation Organization activists loyal to the PLO chairman, Yasser Arafat, off the Lebanese port of Tripoli "several days ago" and "interrogated the ship's crew continues."

It said the Ulub had lowered a rubber dinghy with four guerrillas to carry out an attack against an unspecified Israeli target on June 21-22. The command said the assault failed but did not say why. The civilian vessel was the second in three weeks seized by Israel. Two people aboard the ferry Alizun Blanco, which was intercepted June 29, are still in Israeli custody.

### Begin Reportedly Making TV Appeal

**TEL AVIV (UPI)** — Former Prime Minister Menachem Begin, a virtual recluse since resigning 10 months ago, will appear on television for the governing Likud party before Monday's elections, the Jerusalem Post said Wednesday.

The Post said that Mr. Begin "has been recorded in sound and on video in what is believed to be a final appeal to his party's electorate." Polls show the Labor opposition leading Likud.

In a telephone interview with Israel Radio on Tuesday, Mr. Begin said he had yet to decide whether to appear in a Likud election advertisement.

### U.K. Sets Defense Staff Shake-Up

**LONDON (WP)** — Britain's defense minister, Michael Heseltine, formally announced Wednesday the government's biggest shake-up in the ministry's 20-year history, including creation of a powerful new unified defense staff.

The re-organization was outlined in preliminary form to Parliament in March and will go into effect in January. The plan would do away with nine top military and civilian posts in the effort to streamline the high command by 1988. Mr. Heseltine said, it would also reduce the civilian defense work force from 20,000 to 17,000.

The plan had been viewed with concern by many senior and retired officers, who feared that it would inhibit competitive advice to the defense minister in a crisis. The military chief of the defense staff, Field Marshal Edwin Bramall, said at a press conference Wednesday that the service chiefs were "absolutely satisfied that there are adequate safeguards" in the re-organization plan to balance civilian and military advice.

### Soviet Space Crew Prepares to Dock

**MOSCOW (Reuters)** — The Soviet spacecraft Soyuz T-12, carrying two men and a woman, began preparations Wednesday to dock with the orbiting space station Salyut-7.

The official Soviet press agency Tass did not say when docking was to take place.

The three cosmonauts, Vladimir Dzhanibekov, the commander; Svetlana Savitskaya, the flight engineer; and Igor Volk, a researcher, were launched into space Tuesday. Ms. Savitskaya is on her second space mission, having visited Salyut-7 in August 1982, Tass said.

### New U.S. Dumps Are Said to Leach

**WASHINGTON (LAT)** — The head of the Environmental Protection Agency's cleanup program said that "probably quite a bit" of the toxic chemical wastes removed from illegal dumps under the federal Superfund program has been shifted to other substandard dumps, where it is again leaching into the groundwater supply.

But the official, Assistant Administrator Lee M. Thomas, said that the new commercial dump sites are the only ones available to store the tons of chemicals hauled from the dumps covered by the Superfund, which are regarded as the nation's most dangerous. Despite deficiencies, Mr. Thomas said, the new storage sites are far superior to the unsupervised dumps where the chemicals were being kept.

The 30 commercially operated dumps for Superfund wastes are among more than 1,500 major chemical storage sites that the environmental agency plans to review to determine their compliance with U.S. safety standards. The reviews could take two years or more to complete. Mr. Thomas said, but the upgrading of substandard sites could be required before then.

"Mission services should be reduced," said a memo of June 14, 1979. "There should be gradual reduction in consular services and no issuance of visas of any kind in Teheran except perhaps diplomatic visas for specific missions." Another memo suggested that the embassy could function with a skeletal staff of eight.

But the State Department prevailed, and the embassy staff grew significantly beyond what the White House had originally approved.

The embassy was also deeply opposed to the admission of the shah into the United States for medical treatment.

"Any decision to allow him or his family to visit the United States would almost certainly result in an immediate and violent reaction," Mr. Laingen wrote a month before the shah entered the United States.

"The ability or our desire of the PGOI to contain such actions is questionable." The letters PGOI stood for Provisional Government of Iran.

Possible reactions included "assassinations, harassment and kidnappings," he said.

The volumes also indicate the attitudes of U.S. Embassy and government officials toward many of the Iranians they were dealing with.

Abolhassan Banisadr, who was later elected president of Iran and subsequently went into exile, was said to be "considered a radical economist and a fool by many."

Sadeq Ghahreman, the revolutionary foreign minister who was later executed after being convicted of a plot to overthrow Ayatollah Khomeini, apparently "turned up in the U.S. with dismaying (and probably illegal) regularity" before the revolution, according to one document.

Because of the security considerations involved, it would appear that most of the documents should never have been in the embassy.

Even before the militants made their first attack on the embassy in February 1979, Ambassador William H. Sullivan ordered that all sensitive material be shipped back to Washington. But when it was thought that the situation in Tehran was improving, most of the files were gradually sent back, without the White House's knowledge.

Even the normally cynical television anchormen were extravagant in their praise. David Brinkley of the American Broadcasting Co., who has been covering conventions for 30 years, said: "It's not possible for any white person to fully understand how this must have seemed to black delegates. I've never seen so many tears in a convention hall."

Henry Siegman, executive director of the American Jewish Congress, reacted cautiously to Mr. Jackson's address.

"One speech does not in itself undo all that has gone before," Mr.

# The VIP FOR VRs.

**Herald Tribune**

Published With The New York Times and The Washington Post  
PARIS, TUESDAY, JULY 17, 1984

Shultz, Saudi King to Confer On First Leg of Mideast Trip

Tikhonov Again Warns West on Missile Plans

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# INTERNATIONAL HERALD TRIBUNE

Published With The New York Times and The Washington Post

## Toward a Space Deal

The Soviet and U.S. governments are talking about a September meeting in Vienna to talk about organizing talks about space weaponry. While they dance this waltz, the main hope for halting an arms race in space lies elsewhere — in the U.S. Congress.

An approaching congressional decision will determine whether the Pentagon can test a new anti-satellite weapon, or ASAT, in space this fall. Satellites are the eyes and ears that verify arms control parts. They give early warning of missile attack, route two-thirds of U.S. military communications and provide vital reconnaissance and intelligence. Anti-satellite weapons are therefore worrisome space arms and their testing against a target could make the anti-satellite race irreversible.

Such a test has been barred since 1983 by the Tsongas amendment, which requires the president to certify that he is making a good-faith effort to negotiate a total anti-satellite ban. The administration, however, seeks a military advantage in deploying anti-satellite weaponry and has so far rejected this condition. In April, it told Congress it could not devise a beneficial agreement and opposed negotiations. Struggling now to get past the Tsongas rule, it has persuaded the Senate, but not the House, to pass a watered-down requirement to negotiate for "the strictest possible limitations" on ASATs.

Some Pentagon officials would then negotiate only for rules that help avoid peacekeeping incidents in space. Others would ban tests of high-orbit ASATs and, perhaps, limit each superpower to the one low-orbit system it has developed. But while most U.S. satellites are stationed at high altitudes, the Soviet Union's are mainly in low or low-eccentric orbits. And whereas America's new anti-satellite weapon is

a highly sophisticated two-stage rocket fired from an F-15 fighter, the Russians' ground-launched interceptor can be neutralized by simple countermeasures. So Moscow wants a ban on tests and deployments and a moratorium on tests during negotiations.

If the U.S. tests are successful, the Russians will surely want to match or leapfrog them, shifting the space arms race from a trot to a canter. Much depends, therefore, on how the House and Senate ASAT amendments to the 1985 defense authorization bill are reconciled. In the interest of arms control, the best result would be to combine the Senate's demand for a good-faith negotiation with the one-year House ban on testing if the Russians also desist. That would be far better than a suggested compromise to delay tests and limit their number to one or two next year.

The main problem, of course, is defining a good-faith negotiation. The administration claims not to know how to verify a total ban satisfactorily, but many arms control experts do not so despair. Anti-satellite systems are recognizable. The lesser remaining risk is that some permissible satellites, launchers and lasers could be given anti-satellite missions.

These risks can be minimized by defensive measures: hardened and more maneuverable satellites; and a substantial stock of replacements. These would be much cheaper than an arms race yielding no meaningful advantage but eventually requiring even more elaborate defense measures.

Congress can compel negotiations, but not agreement. Its best course is to retard testing to preserve the chances for a total ASAT ban until the Reagan administration is persuaded to change course or is retired from office.

— THE NEW YORK TIMES.

## When Free Trade Is Bad

Even the most deeply convinced free traders know that there are some goods in which trade needs to be anything but free. The two most important categories are the equipment with military applications that is sold to the Soviet Union and nuclear equipment sold to almost anybody. Controlling these sales is an extraordinary challenge to international cooperation, for much of this gear can be bought in many countries and the restrictions will not work unless all of these countries cooperate.

Over the past week the governments of the leading industrial democracies, in meetings in Europe, have been working to refine and improve these two systems of protective regulation. In both cases, the meetings showed the Reagan administration to have shifted its position for the better. In both cases, the result has been progress toward greater security.

There has been a long quarrel between the United States and the Europeans on sales to the Russians. The Americans generally have wanted to follow the military technicians' view and proscribe almost anything that might be capable of military use. The Europeans, much more inclined to rely on broad trading relationships to reinforce their security, have insisted on a much narrower list. The key category in this dispute has been computers.

On the American side, the Pentagon has evidently pulled back from its demand for an embargo on even small computers easily and widely available throughout the industrial

world. In return, the Europeans have accepted new guidelines that specifically control certain advanced and high-performance computers and, for the first time, software. The agreement is doubly important as evidence of renewed U.S. and European willingness to work together in this shadowy, difficult endeavor.

But it is not quite so shadowy or difficult as the struggle to prevent the proliferation of nuclear weapons. A decade ago, following India's test of a nuclear device, governments possessing advanced nuclear technology began conferring in informal association that became known as the London Suppliers Club. The idea was to devise export controls that would allow nuclear power development to proceed around the world, but not the construction of nuclear weapons. In its first few years in office, the Reagan administration seemed to have no very strong interest in the subject. But last week, for the first time in seven years, some of the London Club met and agreed to get back to work on tighter restrictions. And the initiative was Washington's.

The Reagan administration has learned two things. It has found that even the United States can make export controls work effectively only when it has the political support of a great many other countries. But it also has seen that nothing happens in the absence of American leadership — and some kinds of exports, uncontrolled, are dangerous.

— THE WASHINGTON POST.

## Other Opinion

### Yugoslavia Must Help Itself

Yugoslavia's struggle for economic stabilization is necessarily taking place in a limbo between state socialism and capitalism. Proximity to the East assures the Communist Party of ongoing influence, albeit attenuated by decentralization, while closeness to the West strengthens the market economy aspects of the Yugoslav system. It is in the interests of both East and West that Yugoslavia should remain stable, and the United States has taken the lead in various financial support programs.

But when the seamy underside of Communism surfaces in the shape of political trials, intimidation and the stifling of public discussions, the urge to underpin the regime economically automatically wanes.

— The Neue Zürcher Zeitung (Zurich).

### Thatcher Under Fire

Margaret Thatcher may be counting on Parliament's vacuous recess to dissipate the winds of revolt blowing from Westminster, but the present social conflicts will not disappear so easily. The prime minister is paying the price for having scorned the workers' movement for the last five years.

Is the Thatcher government in danger? Cer-

tainly not for now, since the prime minister still holds considerable authority, and since protests inside her own party are still too weak to actually threaten her. Nevertheless, the winning image which Mrs. Thatcher based her 1983 electoral victory continues to deteriorate under successive setbacks that are gradually bringing out the other Thatcher, weak, despotic and insensitive to the fate of three million unemployed.

— Jean-Marie Macabrey, *Le Soir* (Brussels).

### Mitterrand's Answer to a Crisis

A crisis is a situation in which the old dies while the new is not yet born. François Mitterrand asked for, and obtained, the votes of the French people with the promise to get France out of its crisis. Still immersed in this task, though he is mid-way through his seven-year presidency and less than two years from the next legislative elections, Mr. Mitterrand is attempting to bring into existence the new, incarnated in a young man. The president hopes that [Laurens] Fabius' age, 37, will make credible a policy of which austerity is a necessary component. Mr. Fabius' promotion [to prime minister] symbolizes this idea.

— J.-M. Colombani, *Le Monde* (Paris).

## FROM OUR JULY 19 PAGES, 75 AND 50 YEARS AGO

### 1909: Greek Officers Demand Change

ATHENS — For ten months past the Greek Government has found support in the wisdom and patriotism of the Opposition, but in spite of this it was natural that the military weakness of Greece should provoke discontent, which, though not outwardly expressed, is none the less violent. This discontent was given expression [on July 16] by the army. A large number of young officers met at the house of one of their comrades and resolved to force the Government to carry out such economies in the different branches of the administration as would permit it, without new taxation, to carry out the reorganization of the army. But it is precisely the entry on the scene of the officers and the corporations which shows that the situation is abnormal and disquieting.

### 1934: Grizzlies Turn on Zoo Keeper

DENVER — Crazed by the heat, two grizzly bears, Teddy and Lady Yellowstone, turned on their keeper [on July 17]. Charles E. Wyman, 70 years old, and elbowed him to death in the presence of hundreds of horrified spectators who were powerless to come to the aged man's aid. Police were forced to kill both animals before Wyman's body could be recovered. Wyman, who had been employed in the zoo for twenty years, was cleaning the cage and playfully turned the bone on the animals, who have been suffering from the intense heat of the last few days. Lady Yellowstone suddenly reared and struck out, after which both animals pounced on the keeper. Teddy seized the body, dragged it to the moat and swam the full length of the pool with the victim under water.

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## A Rousing Invocation, a Rough Campaign

By James Reston

**S**AN FRANCISCO — The presidential campaign is picking up speed and losing altitude, so you had better fasten your seat belt for a long, rough ride.

The Democrats came to San Francisco in a team but without a theme. Some of them thought, given President Reagan's personal popularity, that they should go easy on him and concentrate on the issues. Others thought they should go after him personally as a man of the past. Since the keynote speech here by Governor Mario Cuomo of New York, there seems to be general agreement among delegates that they should do both.

Mr. Cuomo gave them a theme that proved so popular that it will undoubtedly be followed for the rest of the campaign. This theme was that for four years Ronald Reagan had favored the rich over the middle class and poor, and that four more years of the same at home and abroad could lead to bankruptcy or war or both.

Mr. Cuomo did not spare Mr. Reagan but portrayed him as an amiable man out of touch with the unemployed, the young, the old, the sick and the lame, who was getting on by some to separate the salesman from the product.

What is developing is a campaign based on class conflict, with each party blaming the other for dividing the nation. The Democrats contend that Mr. Reagan's policies have favored the strong and neglected the weak, and that he has covered his failures with glittering propaganda.

"Inflation is down since 1980," Governor Cuomo said, "but not because of the supply-side miracle promised by the president." Inflation was reduced the old-fashioned way, with a recession — the worst since 1932. More than 35,000 bankruptcies. Two years of massive unemployment. Two hundred thousand farmers and ranchers forced off the land. More homeless than at any time since the Great Depression. More hungry, more poor — mostly women — and a nearly \$200-billion deficit threatening our future."

Never since Adlai Stevenson's key-note address at the Democratic convention in Chicago in 1952 have the

delegates reacted to an opening speech with such enthusiasm. So much so that in their present doubts about Walter Mondale, it would not be beyond the realm of possibility that in a blocked or delayed vote for Mr. Mondale, Mr. Cuomo could be drafted and nominated. He fled San Francisco to discourage such talk.

But will this stark partisan vision of the nation play in Peoria as it played in San Francisco? Can Mr. Mondale inspire the voters and recruit the nonvoters as Mr. Cuomo energized the delegates here?

Like Benjamin Disraeli, Mr. Cuomo used the image of the "two nations," one rich, one poor, and mocked Mr. Reagan's vision of America as a "shining city on a hill." He quoted everybody from Roosevelt to St. Francis of Assisi and applauded every group with a gleam.

It was a brilliant performance, with every word, gesture, expression and

pause in harmony and without a single glimmer of a smile. But he talked of the disasters of the past and the disasters to come without much reference to the present, and even he seemed to have his doubts about the unity he sought.

He appealed over and over again for an end to party squabbling. We could have a future that provides for all the young by marrying common sense and compassion, he said. We know we can. "We can do it again, if we don't forget."

But he seemed to be fearful that his own troops would keep on squabbling and that the rest would forget. This was the one note of caution in an otherwise hopeful address. He copied the theme of Roosevelt's speeches of 1932, but in '32 the majority of the people were in trouble and now there are over 100 million employed. And nothing dramatizes the difference between 1932 and 1984 more than the

glitter and bustle of San Francisco. The paradox of his speech was that he was calling for both unity and a campaign stressing class divisions.

This was precisely what the Democrats wanted to hear. It shook them out of their lethargy and gave them hope for the campaign. But whether Mr. Mondale can convince the rest of the country of the validity of Mr. Cuomo's theme depends on how he carries this theme into a major drive to register voters.

Mr. Cuomo stated the problem clearly: "We must get the American public to look past the glitter, beyond the showmanship, to the reality, the hard substance of things. And we will do that not so much with speeches that sound good as with speeches that are good and sound; not so much with speeches that bring people to their feet as with speeches that bring people to their senses."

The question is whether the Democrats will be able to achieve this.

The New York Times

## On Ferraro: Truman in The Woman

By Philip Geyelin

**W**ASHINGTON — The fierce scrutiny that is now Geraldine Ferraro's fate has quickly fastened on a failing that leaves the critics conveniently free of any suggestion of sexism: it is not that she is a woman, mind you; Margaret Thatcher is a woman, but what can a country prosecute from Queens, New York, with six years' service on House committees dealing with post offices, public works, civil servants and the budget possibly know about foreign policy?

Answer: Not much. Next question: So what?

So quite a lot, you say, in this perilous world, and you are theoretically correct. The republic would be safer if Americans made a habit of picking vice presidents with a finger tip feel for diplomacy and national security. (And they would be even better off if they faithfully followed the same rule in picking presidents.)

But history shows that the rule runs the other way. How many voters even remember Earl Warren (1948), John Sparkman (1952), Estes Kefauver (1956) as vice-presidential candidates or associates them at the time with foreign-policy expertise? Richard Nixon (1952) was mostly famous for trying to rout Communists out of the government, Lyndon Johnson (1960) for being a master manipulator of the Senate, Hubert Humphrey (1964) for his gutsy stand on civil rights, Walter Mondale for being a Humphrey clone.

The point is that something in the system does not summon forth either presidential or vice-presidential candidates with balanced, soundly grounded world views. So the fair question about Ms. Ferraro is not what she knows about foreign policy, but whether she knows enough to know what is up for this course. Did Nixon pick on a narrow point: "Could she hold her own against the Soviets in negotiations over ballistic missiles and space weapons?"

Who is to say? After three and a half years without a meeting with his Soviet counterpart, we do not even know that about Ronald Reagan.

But we do know Truman foiled a lot of people. He was the failed haberdasher who was not even told about the Manhattan Project, let alone briefed on the awful implications of an atomic bomb. His decision to use it was still hotly debated; that he weighed both sides of a terribly difficult issue without flinching is clear.

With Truman the question was whether he could hold his own with the likes of Stalin and Churchill. By the time he had staved off the Russians in Iran, launched the Marshall Plan and presided over the creation of the North Atlantic Treaty Organization, most foreign and domestic critics had concluded that he could hold his own.

With Ms. Ferraro, the immediate question seems whether she could hold her own with Vice President George Bush. On paper, she is outmatched. Mr. Bush was something of an exception, as a former ambassador to the United Nations, director of Central Intelligence and envoy to China. He has the edge of an officeholder and the insider's knowing access to inside stuff.

But Mr. Bush will be running on Mr. Reagan's record: Central America, Lebanon, the European natural-gas pipeline debate. He will be running on Mr. Reagan's command of the subject of national security issues as well. And if Ms. Ferraro's background on such matters is pretty blank, Mr. Reagan is burdened by a fierce grip on dogma and a loose grasp on facts.

So when you consider the Reagan administration's baggage that Mr. Bush will have to carry, the case can be made for an advantage to Ms. Ferraro — if she knows enough to know what she does not know, and starts from scratch even if that means starting off traveling light.

Washington Post Writers Group.

## LETTERS TO THE EDITOR

### Greece and America

Regarding "Allies Grow Warier of Greek Policy on Security & Terror" (July 11) by John Vincent:

The report includes mention that Greece continues to cooperate with the United States and France in developing an arms industry. It failed to mention reports in the Athens papers in late June that Greece was planning to sell arms to Libya, that Andreas Papandreou would visit Moamer Qadhafi in Libya to cement friendly relations between the countries and that Greece was receiving a low-interest \$500-million loan from the United States. Presumably part of this loan may help finance further anti-American activities.

On May 15, 1948, the Israeli Declaration of Independence proclaimed that Israel would "ensure complete equality of social and political rights for a compromise on the West Bank and Gaza, an Israel with a 40 percent Arab minority would have to face a crucial choice — and neither of the two alternatives would be in Israel's interest as a Jewish state."

According to the sociological argument underlying Labor's willingness for a compromise on the West Bank and Gaza, an Israel with a 40 percent Arab minority would have to face a crucial choice — and neither of the two alternatives would be in Israel's interest as a Jewish state.

Israel's first option would be to grant full civil and political rights to the Palestinian Arabs on the West Bank and Gaza. This would mean that 40 percent of the members of the

refusal of India's central government to negotiate on demands initially put forward by the Sikhs that some Sikhs took a more militant line and sought independence from India is factually incorrect.

The report includes mention that Greece continues to cooperate

# On Ferraro Truman in The Women

By Philip Geyelin

## Power Struggle Divides West Germany's Greens

### Kelly Fights Rule Requiring Rotation Of Assembly Members After 2 Years

By William Drozdik

*Washington Post Service*

BONN — West Germany's iconoclastic Greens party, whose anti-nuclear and pro-ecology crusades have enlivened the country's parliamentary scene, is now embroiled in a bitter internal power struggle that threatens its political future.

Fundamentalists in the party are demanding that the Greens' 26 Bundestag members abide by the party's "rotation rule" that calls for them to be replaced next March, halfway through their four-year terms, to encourage grass-roots populism and prevent the growth of personality cults.

But several leading Greens deputies have balked at the idea of giving up their seats so early, contending that it would waste the expertise they have acquired and diminish the party's influence in the 498-member assembly.

Peter Kelly, the U.S.-educated activist who helped create the party, said on Friday that she would challenge the rule and seek to fulfill her parliamentary term before returning to her previous job as a social administrator in the European Community's Executive Commission in Brussels.

"We are just getting to the point where we can say we are figuring out the place, and now we are being pushed out," Ms. Kelly said. "I want to finish the work I began, because it's very important to me."

She said that "everybody in the party agrees that the rotation idea is a bad one, but the people who would succeed us are so eager to take our seats that they can hardly wait for us to leave."

Many of the current members in parliament are afraid to speak out against the rule because they hope to return to their posts after the 1987 elections, Ms. Kelly said. "But by that time," she added, "the people in our seats will see the need for longer terms and will try to stay on in parliament."

Ms. Kelly sought to encourage her fellow deputies to join her criticism of removing people midway through their parliamentary terms. But the reluctance of most of them to defy the principle has led her to question whether she can take the psychological pressure of being alone in pushing for reform until March.

Ms. Kelly's earlier request to prolong her mandate was rejected by the party's Bavarian members, who nominated her to the Bundestag. She said that unless she gained

assurances of staying on, she might resign earlier than expected.

Some Greens have become obsessed with publicity and grandiose political ambitions since taking office. But she scoffed at such criticism and said her willingness to bow out in 1987 showed she did not care about power but only wanted to complete her parliamentary work.

Despite their internecine feuds, the Greens have managed to score well in recent local elections and captured seats for the first time in the European Parliament after winning 8.2 percent of the vote last month.

But Ms. Kelly said she believes that much of this support still reflects a protest vote and that the party must resolve "the big mess over the rotation principle, otherwise the 1987 national elections could kill us."

She has challenged the views of other leading members, such as the radical lawyer, Otto Schily, who want to establish a political alliance with the opposition Social Democrats.

"We need a separate identity," Ms. Kelly said. "The future of the Greens will become more secure when we stress our differences with the Social Democrats."

The Greens must make clear to West German voters that they favor the complete abolition of nuclear power stations as well as nuclear weapons, while the Social Democrats still seem to waver."

The most notable achievement of the Greens has been to generate large political interest among the major parties to protect the environment. "Our initiatives banning certain pesticides and forcing the desublimation of some coal power plants have been our greatest successes," she said.

But Ms. Kelly finds lamentable the flagging sense of solidarity among the Greens to undertake collective actions to show their nonviolent opposition to nuclear missiles.

"At the Muellangen army base demonstration last September," she said, "only nine of the Greens deputies showed up. When we tried to organize a strike to withhold money from defense spending, only three of us participated."

"Our actions only have value if they are done as a group," she said. "But now people are showing too much insecurity about the consequences of these actions, and that's not the way the Greens were supposed to be."



Hyman G. Rickover

### Gifts Given To Rickover Investigated

By Patrick E. Tyler

*Washington Post Service*

WASHINGTON — The Justice Department is investigating gifts given by General Dynamics Corp. to Admiral Hyman G. Rickover, now retired, while he was running the navy's nuclear shipbuilding program.

A congressional subcommittee is also investigating the matter, which allegedly involves presents amounting to thousands of dollars.

In a statement Tuesday, General Dynamics said, "there has been no wrongdoing" at Electric Boat, the submarine-building division, and General Dynamics. It said "we are very confident that those investigating this matter will come to the same conclusion."

Admiral Rickover acknowledged this week that he accepted gifts from Electric Boat and other shipbuilders when the companies launched ships. He said he considered it a proper practice.

"I know I got some gifts on the occasions of launches," he said, adding that he did not report the gifts to the navy and did not know their value. He described the gifts as mementos and said they included pieces of jewelry and silver.

Navy officials said Tuesday that regulations in effect at the time prohibited such gifts.

Admiral Rickover has long been one of General Dynamics' strongest critics. In the mid- and late 1970s he repeatedly urged the navy and Congress to investigate allegations of fraud against the Electric Boat Division.

The gift-giving has come to light because a former General Dynamics executive who is under indictment and a fugitive in Greece has provided documents and details to government investigators.

## Officials Rebut Ex-Editor's Charges Against Moon

By Richard Harrington

*Washington Post Service*

WASHINGTON — Officials of The Washington Times have condemned as "utter nonsense" allegations by James R. Whelan, the former editor and publisher, that the Rev. Sun Myung Moon's Unification Church Movement has taken direct control of the newspaper.

At a press conference Tuesday at the National Press Club, Mr. Whelan, who was removed from his job last week, said that The Times "is firmly in the hands of top officials" of the Unification Church.

They said that Mr. Whelan's dismissal was caused by his attempt to get a contract that they said would have been worth more than \$2 million after five years.

"I have one major message to give to you," said Mr. Whelan, who has been executive editor at The Times since it began publishing in May 1982. "The Washington Times is not, I repeat, not, a 'Moonie newspaper.'"

Orders were being given, Mr. Whelan said, by unnamed "elders of the church."

Mr. Whelan, saying that "a covenant of independence has been ir-

reparably breached," also held out the possibility that he might sue the newspaper for breach of contract.

In an afternoon press conference also at the National Press Club, Smith Hempstone, who succeeded Mr. Whelan as editor-in-chief of The Washington Times, and Paul Rothenburg, the newspaper's general manager, disputed Mr. Whelan's claims.

They said that Mr. Whelan's dismissal was caused by his attempt to get a contract that they said would have been worth more than \$2 million after five years.

"We arrived at that conclusion reluctantly — we have all been his friend — but decisively," he said.

Mr. Hempstone said that the six had signed a statement July 13 saying that they felt it better for the "continued integrity" of The Times that Mr. Whelan depart.

"The real issue is not editorial autonomy," Mr. Rothenburg said.

"Jim Whelan wanted a new em-

ployment contract, and he didn't get it."

The proposed contract submitted to the newspaper by Mr. Whelan included salary escalations from his current \$90,000 to

\$185,000 by 1989, a rent-free

\$80,000 house to which Mr. Whelan would be given clear title at the end of five years, a new luxury car every two years or 40,000 miles (64,832 kilometers) and membership in five clubs. The proposed contract also called for almost \$1 million in severance pay, should that need arise.

Mr. Hempstone characterized Mr. Whelan's report of a staff "implored" him to stay as inaccurate.

"He wanted a vote of confidence," he said. "He didn't get it. He never got it. Why? Jim Whelan was causing more problems than he was solving."

Among the problems, according

to Mr. Rothenburg, was that Mr. Whelan refused to allow the owners of The Washington Times access to "normal business information" at the newspaper.

Sources said that other prob-

lems, besides the general failure of readers and advertisers to support the newspaper, included allegations of absentee editorship, poor

business management and abrasive management style.

Mr. Hempstone reported that the paid circulation of The Washington Times, as of Tuesday morning, was 95,500. He said the Audit Bureau of Circulation would check that figure in September.

There was also said to be conflict between Mr. Hempstone, a traditional conservative and lifelong Washington resident, and Mr. Whelan, often described as a rightist ideologue who came to Washington only recently after being editor of a California newspaper, The Sacramento Union.

Mr. Whelan had earlier de-

scribed his dismissal as the sign of "a major upheaval" at The Times, but Mr. Hempstone said that no Times employee has resigned because of Mr. Whelan's departure.

"After two and a half years at the paper, not one of the 16 senior managers on the news and editorial side asked that he remain," Mr. Hempstone said. "And there was a bit of lobbying on that score, I can assure you."

## Incoming New Zealand Government Devalues Currency, Freezes Prices

By Bruce

WELLINGTON, New Zealand — The incoming Labor government devolved the New Zealand dollar by 20 percent Wednesday in a package of measures to bolster the economy.

Prime Minister-elect David Lange, who swept into power in general elections on Saturday, also imposed a three-month freeze on prices and lifted controls on interest rates.

The move was expected to encourage higher rates and keep money in the country.

At a press conference, Mr. Lange said wage restraint would be necessary for "some considerable time."

Mr. Robert, whose administra-

tion does not step down until late next week, at first refused to consider devaluation. But he backed down after pressure from cabinet colleagues. National Party sources said.

Mr. Lange said Sir Robert had been advised by finance officials a month ago that a devaluation of at least 15 percent was necessary.

He accused the outgoing prime minister, who was also finance minister, of forcing a constitutional and financial crisis after the elections in which Labor won an overall majority of 17 seats in the 95-member Parliament.

"There has been an appalling failure of management," Mr. Lange said. "It has been reckless and irresponsible and has been politically calculated."

Mr. Lange said the Reserve Bank of New Zealand, the central bank, had sold as much foreign exchange over the past month as it normally did in a whole year and the average daily loss was close to 120 million New Zealand dollars.

One magazine, Perth Good Times, said of one Perth's main streets: "All day long secretaries, shop assistants and lady shoppers, cute enough to make your heads bend, parade up and down the mall."

"Most of them are on business, but when the Americans are in town, lots of schoolgirls and other girls hang around in anticipation," it said.

Navy officials said Tuesday that

regulations in effect at the time prohibited such gifts.

Foreign Minister Bill Hayden said he had raised the issue with Secretary of State George P. Shultz when they met in New Zealand this week for defense talks.

Magazines circulating on board U.S. Navy ships during visits to Australian ports describe the availability of local girls, particularly in Perth on the west coast.

"I've raised it with the Amer-

cans a couple of times," Mr. Hay-

den said, "and made it clear the commentary being circulated is of-

fensive and they ought to cut it out."

One magazine, Perth Good

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"Most of them are on business,

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tion," it said.

Mr. Lange said vast borrowing

had put the country's entire credit

standing at risk.

The three-month price freeze

was necessary to stop inflationary

pressure that had been building up

on Long Island, the Federal Bureau

of Investigation said Tuesday.

Mr. Lange did not state a rea-

## U.S. Advisers Unwittingly Train Salvadoran Rebels With Troops

By Bruce

SAN SALVADOR — U.S. military advisers brought in to train the Salvadoran Army have unwittingly instructed rebels who are fighting to bring down the Washington-backed government, U.S. officials and rebel sources said Wednesday.

The officials, who asked not to be identified, said U.S. Army trainers in Honduras and El Salvador had at various times taught rebels basic and advanced counterinsurgency tactics while the rebels posed as loyal government soldiers.

U.S. Embassy spokesman said the trainers are not expected to screen the Salvadoran recruits.

One embassy spokesman, Greg Lagana, said: "Our role is training. The selection process, recruiting and discipline of the troops is up to the Salvadorans. If it looked obvious to a trainer that a rebel were among the soldiers, then he might bring it to the attention of a Salvadoran officer."

Guerrillas recently interviewed in the field have said that many rebel fighters received U.S. training after they were pressed into the Salvadoran Army.

One 24-year-old guerrilla named Leonel said he deserted the Salvadoran Army to join the rebels three months ago, after he was trained by U.S. advisers in eastern El Salvador. Now a rebel squad leader, he said he learned to handle an M-60 machine gun and was taught reconnaissance tactics.

Car Kills Swazi Guardsmen

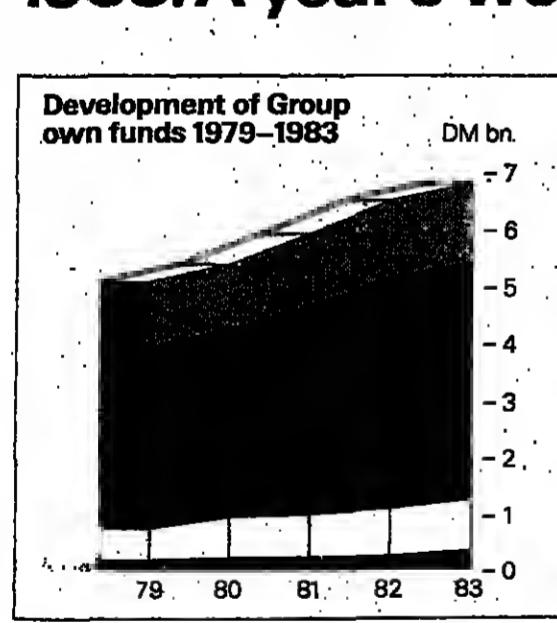
United Press International

MBABANE, Swaziland — Five

warriors of the Swazi Royal Guard were killed and 26 were injured when a car ploughed into a marching column on Tuesday.

Mr. Sliwinski did not state a rea-

## 1983. A year's work.





## BRIEF

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The old man was found in China, where he had been living for 10 years.

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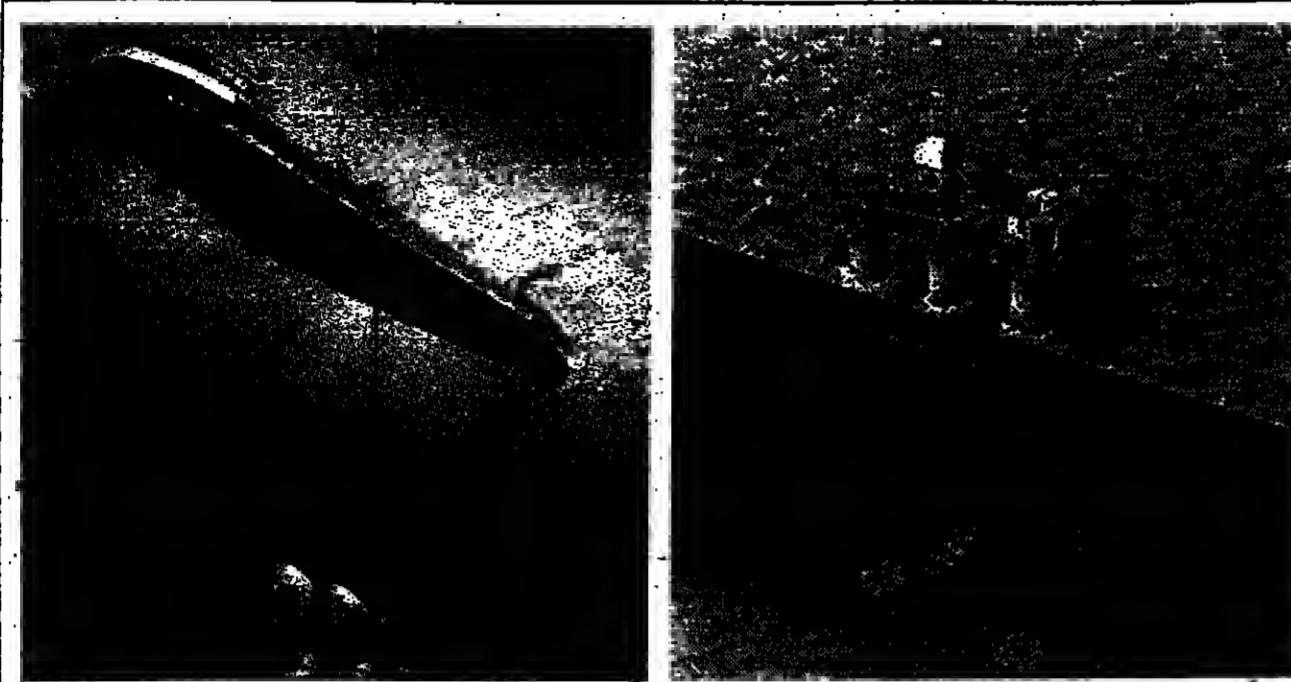
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### Join Forces on All

reduces the number of people who thought  
the old man was dead, according to a study.  
The old man was found in China, where he had been living for 10 years.



Artist's impressions: BP's SWOPS system, left, and the Hutton tension leg platform.

## A New Phase in the North Sea

By Dick Mutch

ABERDEEN — A decade after British Petroleum installed its first two drilling platforms in the giant Forties oil field, a new phase of development is under way in the North Sea.

Those first structures — two more were put in place the following year — were pioneering technology, the biggest steel jackets then built for the offshore industry's move into deeper waters. The Forties field, 110 miles (180 kilometers) east-northeast of Aberdeen, established a string of impressive firsts and became the showroom of the British North Sea.

Ten years and more than 13 billion barrels of oil later, BP and its partners are to invest \$450 million to tap the southeast corner of the field. The project provides interesting examples of some of the recent options before the industry when it comes to exploiting such prospects as remote corners, satellite finds, marginal fields and, eventually, the really deep waters.

BP wanted to develop the southeast Forties using seabed wells linked to the Forties Alpha platform. As well as being an efficient method, it would have given them experience

of the technology. But the Department of Energy persuaded BP that the best method was a conventional fixed platform that the department maintained would recover more oil.

The new satellite platform will have minimum facilities and it will be unmanned except for maintenance work — the first unmanned oil production platform in British waters. Whether it proves the start of a trend remains to be seen; a number of factors, notably security, suggest that such an approach can be used only near manned platforms.

What is perhaps more likely in the future is the increasing use of high technology to help reduce offshore manning levels in general.

The Department of Energy's stand on the southeast Forties was probably without precedent in the British North Sea. The key to its case was that a fixed platform would mean being able to employ downhole pumps, in the well itself, to bring more oil to the surface. BP, as it happens, has been experimenting with various designs of downhole pumps a few years before it actually expects to need them in the field.

BP, along with British and the Department of Energy, backed the Glasgow-based Weir Pumps in developing a downhole pump, which in time won an award for innovation in a competition by the U.S. publication Petroleum Engineering International Journal.

The pump, driven at high speeds by a hydraulic turbine, is about one-tenth the weight and length of a conventional electric pump. Weir claims greatly improved reliability that it says will save operators millions of dollars a year. Drillers in the North Sea, North Africa and Peru have placed orders for the pumps, and one has been ordered for a geothermal project.

The most obvious advance in offshore technology this year has been the tension leg platform, or TLP, for the Conoco consortium's Hutton field. The two halves, deck and hull, both built at Scottish yards, were put together this spring in Moray Firth three miles from the coast, from where the operation and completed platform have been clearly visible.

The TLP floats, connected to the seabed by tubular legs. The natural buoyancy of the

(Continued on Next Page)

## Cashmere Producers Add Fashion, Color to Classic Snob Appeal

By Katherine Knorr

HAWICK — Scottish knitwear, particularly cashmere, is generally seen as the most classic knitwear in the world, renowned for its quality, durability, its snob appeal and its not inconsiderable price. Quality and durability are still outstanding qualities of Scottish knitwear, but production is now highly automated and the companies have discovered that such appeal is not enough. Fashion is sweeping through the hilly Borders region where the industry is concentrated.

All moderation, of course. No feathers, plastic beads or rhinestones. Fashion is coming in the form of bold, colorful patterns, oversized sweater vests with pleated skirts, long dresses elegant enough to be evening wear. And above all an increasing variety of colors.

At a time when the general textile industry in most Western countries is in desperate shape, largely because of low-cost competition from developing countries, the more genteel world of Scottish luxury knitwear is feeling the pressure, too: from the Far East; from European makers of more trendy, more disposable garments; and from makers of middle-price garments who, fearing pressure from developing countries, are trying to trade up into luxury goods.

The big knitwear companies are responding with marketing and automation. The marketing is a simple enough concept: Famous brands, an emphasis on quality and close work, careful selection of

high-class stores around the world for distribution — holding on to the very top of the market.

Automation is in many ways the other side of the coin — making the top of the market a little more economic. It allows greater production speed and efficiency, and above all it allows a great deal of flexibility in design, patterns and colors. Knitting machines, some of them run by computer programs, create what the industry calls fully-fashioned garments — that is, knitted to shape and then assembled; the contrast is with "cut and sew" garments in which a knitted panel is cut to shape and assembled. In some cases, design is being done on computer screens.

Fine Scottish knitwear cannot compete on prices with cashmere made in the Far East. Nor do the manufacturers try to do so. "We're always mindful of the need to be competitive," said Frank G. Leith, managing director of Lyle & Scott's knitwear division. But he added, "we have to achieve that without sacrificing the standards of quality." He said Lyle & Scott, and the Scottish knitwear industry in general, had to concentrate on design, quality and durability because, regardless of production efficiency, in most categories of knitwear the price gap between Far Eastern producers and the Scots is so large as to be unbridgeable. "Nobody has to buy a Lyle & Scott sweater to stay alive," Mr. Leith said.

"Scottish knitwear has got a spe-



A selective map of Scotland.

that Scots did not vote for the Conservatives in last year's general election (more than 70 percent of the voters opted for Labor, the Social Democratic/Liberal alliance or the Scottish nationalists), but the leadership cannot argue for separate mandate without flinging dangerously with the idea of independence of a United Kingdom split across the middle. Because they do not want to do that — being committed to a "devolved" assembly in Edinburgh with economic powers, rather than to a separate parliament — they have to remain equivocal.

To the political observer, Labor's difficulties with this problem have been among the most fascinating aspects of the party political battle at Westminster, but since the general election a new dimension has been added. George Younger, the secretary of state for Scotland

education, law and order and social matters for which administrative responsibility has long been devolved to Edinburgh. The Conservatives, unlike the Labor Party, must always be aware that their credentials as a "Scottish government" are being questioned. Mr. Younger has succeeded in establishing a distinctive identity, and that is why he has been a success (and) may well be rewarded when Mrs. Thatcher reshuffles her cabinet, probably in the autumn).

His fight to stave off closure of the giant steelworks at Ravenscraig, the nerve-racking business of organizing a private rescue for the Scott-Lilgaw shipyard and various battles to win foreign investment contracts for Scotland have been the stuff of his success. His opponents have argued that he

(Continued on Page 10)

## Labor Party Claims a Special Role for Scotland

By James Naughtie

LONDON — Who runs Scotland? Curiously, the question is still often asked. The obvious fact that the Thatcher government's writ runs north of the border, and that its economic and social policies dictate life in Scotland, does not solve the problem: The Labor Party, with 41 out of 72 parliamentary seats, claims a special role as the voice of the Scots.

This poses a problem in the party's ranks. It is acceptable — to those who reject any notion of taking Scotland toward independence — to refer to that special voice, but the trouble comes when there is talk of a "Scottish mandate" that is held to overrule Margaret Thatcher's huge majority in the British Parliament.

That tension is at the heart of Labor's problem. The party argues

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INTERNATIONAL Herald Tribune

# SCOTLAND

A SPECIAL REPORT

THURSDAY, JULY 19, 1984

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## Long Strike by Coal Miners Threatening Fragile Recovery

By Andrew Marr

EDINBURGH — As talks aimed at ending the British dock strike peter into pessimistic stalemate, with angry dockers lining up alongside striking miners, targets for Scottish economic growth this year are being revised downward.

If the dock strike does not finish within a week, Scottish companies relying on frequent regular imports — mainly fertilizer manufacturers, paper-makers, offshore equipment suppliers and flour millers — will be laying off employees. That will shortly be followed by problems in the whisky trade as exports pile up in the warehouses.

Farmers in the north of England have warned of feed shortages and starvation diets for their animals if the strike lasts into August, and Scottish pig and dairy farmers would also be suffering by then.

Meanwhile, the miners, on strike for 19 weeks, have not been drifting back to work as the government hoped. Their leaders are still speaking to the increasingly weary-looking National Coal Board chairman, Sir Ian MacGregor, but only just.

The short- to medium-term effect of all this will be dramatic. The London brokerage James Capel estimates a British fall in gross domestic product from 2.6 percent to 0.6 percent if the miners' strike lasts until the year's end. That would lose the balance of payments about £1.1 billion at 1980 prices. The effect to Scotland would be about 2.7 percent this year, slowing in 1985 but still remaining well above 2 percent, roughly in line with European countries in the Organization for Economic Cooperation and Development, though well behind the United States and Japan. This is the "black hole" that many Scots see as the major threat to a recovery that seems at last to be starting. The latest forecast from Strathclyde University's Fraser of Allander Institute predicts growth of about 2.7 percent this year, slowing in 1985 but still remaining well above 2 percent, roughly in line with European countries in the Organization for Economic Cooperation and Development, though well behind the United States and Japan. This is the "black hole" that many Scots see as the major threat to a recovery that seems at last to be starting. The latest forecast from Strathclyde University's Fraser of Allander Institute predicts growth of about 2.7 percent this year, slowing in 1985 but still remaining well above 2 percent, roughly in line with European countries in the Organization for Economic Cooperation and Development, though well behind the United States and Japan.

But it is the structural impact on the Scottish economy that could cause the worst long-term problem. Pessimists are now talking about a revival of the so-called "black hole" threat.

The miners' main Scottish target has not been power stations — the country can supply nearly all its energy needs without coal — but the giant Ravenscraig steelworks, from the optimistic 1960s.

The steel workers, despite their public alliance with the miners against "government by cuts," fear that if the strikers shut down Ravenscraig completely, the resulting damage to the furnaces will give British Steel Corp. the political leverage it needs to close Ravenscraig — even if it is a self-generating recovery doesn't have much impact here.

The miners want to close "the Craig," as it is known, to exert pressure on an uncompromising National Coal Board. But if they succeeded, it could set off a lethal domino effect, highlighting what a recent commentary called "the interconnectedness and vulnerability of the Scottish economy."

The loss of 4,400 steel jobs, including secondary closures by Ravenscraig suppliers, would be followed by a loss of 1,400 jobs from the closure of the nearby Polkemmet coal mine, which sends about 96 percent of its output to the steelworks. The loss of Ravenscraig would mean the end of the South of Scotland Electricity Board's most important customers, and the fall in demand for coal could close another pit. It could also kill the struggling Clyde Port Authority, not to mention the crushing effect on service businesses in western Scotland.

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Such blue-chip leaders as Ferranti (profits up 20 percent) and traditional groups such as Dundee's Low & Boar have proved that benefits Scotland. Results from Scottish engineers and construction groups remain mixed, but recent business surveys show a return of confidence, with a 10-percent balance of respondents in April's Confederation of British Industry Industrial Trends survey for Scotland expecting an increase in orders over the following four months.

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The miners' main Scottish target has not been power stations — the country can supply nearly all its energy needs without coal — but the giant Ravenscraig steelworks, from the optimistic 1960s.

Where will the growth come from? Scotland, with a heavier reliance on capital goods and exports, tends to move in and out of recessions.

With layoffs common and spare capacity almost universal.

The oil world continues to provide good news, with the ninth round of North Sea licenses about to generate a new boom in offshore construction orders. RGC Offshore in Fife has landed a \$40-million jacket order from the Royal Bank of Scotland.

"The Scottish economy has great difficulty with a self-generating recovery since a consumer-led recovery doesn't have much impact here. In 1982-1983 the Scottish manufacturing output was still 3 percent down, while the U.K. was 2 percent up, and by the end of 1983 there was still no industrial recovery in Scotland."

But with OECD growth of more than 4 percent, the outlook for Scottish exports has to be better, particularly given the weakness of the pound, signs of restocking taking place and the phasing out of capital allowances, encouraging the bringing-forward of capital investment into 1985 and leading, one would assume, to greater competitiveness.

The next phase of recovery, in short, looks to be led by capital goods and investment expansion, not by consumer spending, and that benefits Scotland. Results from Scottish engineers and construction groups remain mixed, but recent business surveys show a return of confidence, with a 10-percent balance of respondents in April's Confederation of British Industry Industrial Trends survey for Scotland expecting an increase in orders over the following four months.

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Foreign investment in high-technology companies continues apace, with major announcements recently from International Business Machines, Integrated Power Semiconductors, and Hill Samuel, one of the City of London's major merchant banks.

The net income of Scottish farmers, according to official estimates, fell from £140.8 million in 1982 to just over £100 million a year later.

As public opinion throughout the European Community turns against the Common Agricultural Policy, a further fall can be expected, as well as a drop in EC support this year.

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(Continued on Next Page)

## SUCCESS ABROAD AND IN SCOTLAND TOO.



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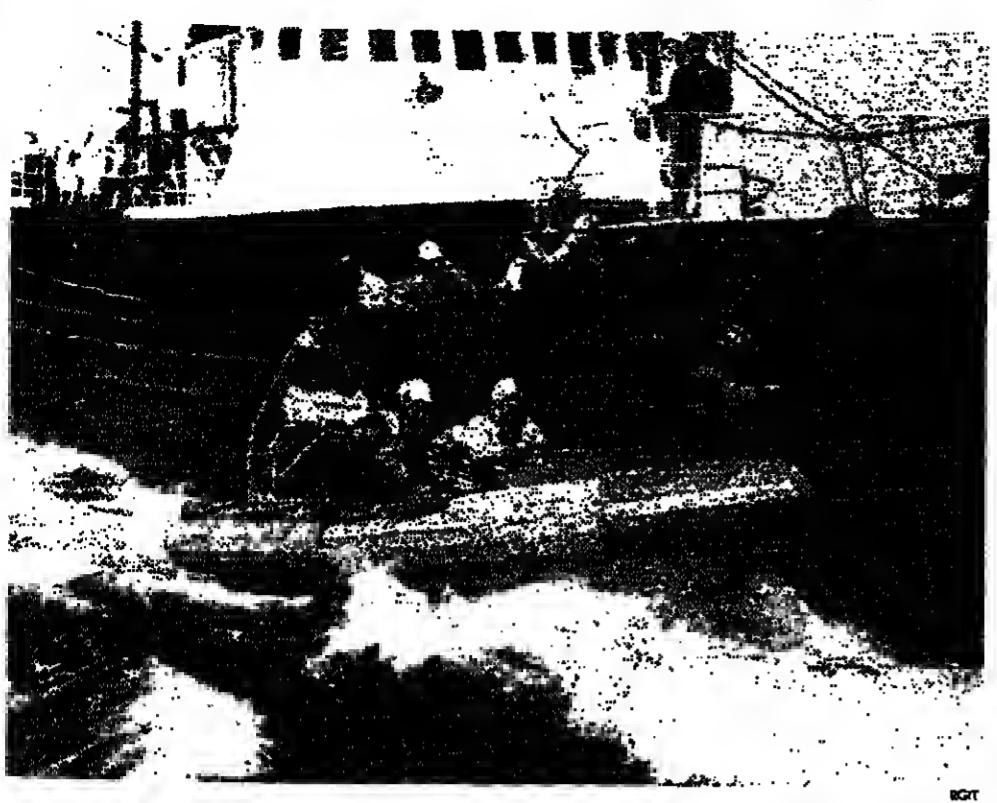
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## SCOTLAND



Teaching survival training for workers on North Sea oil rigs.

## Cashmere Industry Brings In Fashion

(Continued From Previous Page)

Brown, merchandising director for Lyle & Scott Knitwear Division, said about 75 percent of cashmere goods sold in the United States 15 years ago came from Scotland; now 90 percent or more comes from the Far East. The quality of such garments is undeniably lower than that of the Scottish products, but Mr. Brown said he thought this was not as important a consideration in the United States as in Europe. American consumers seek less durability from this kind of sweater and are generally less sensitive to quality differences, he said.

Italy, itself, an exporter of fashion knitwear, is also an important market for Scottish knitwear. Mr. Miller said Italy was Dawson's single largest export market for finished products. What the Italian produce — up-to-the-minute fashionable colors, trendy design — and how they market it has affected the strategy of the Scottish companies, notably in design and color. But the Scottish response again has been to try to adapt some of these lessons while retaining in the top part of the market (this is a euphemism for very expensive). The Scottish companies' prices are not compatible with selling a product that will only be fashionable for one season. Mr. Leith said cashmere yarn can cost up to \$95 a kilogram while the typical wool used in Italian sweaters costs about \$7 a kilo.

"Fashion sometimes goes against our kind of knitwear," Mr. Leith said. While his company is pushing for more color, more design, it is going only so far. As he explained, the company seeks fashionable, modern design but would stop short of weaving feathers or other most un-Hawick materials into its classic sweaters.

The taste levels do not compete," said Jaeger's Mr. Randle, referring to design from Italy and other countries. "We do our thing. They do theirs."

Gated to exports — to the Unit-

ed States, other parts of Europe, Japan, the Middle East — the Scottish knitwear industry has to aim different products at different areas of the world. "There is no such thing as a collection of knitwear that is suitable for the world," Mr. Leith said. His company sells certain basics worldwide, then aims other collections at specific areas.

"American requirements are quite different from what happens in Italy," he said. However, "They both believe that they're buying typically Scottish clothes." He added: "What they're buying is their idea of what is typically Scottish."

Despite their place in the general textile industry, and despite the age of the industry, the big Scottish knitwear companies are not truly an "old-technology" industry. With increasingly modern knitting machines and typically with low modern buildings in the country, the industry seems a hybrid between artisanship and microchip. Workers in the Hawick area often come from families that have long worked in the business. The process of making some yarns, notably cashmere, is long, costly and complicated. Yet the buildings in many ways remind one of clumps of "silicon suburb" companies. And Dawson has a booth at Walt Disney's Epcot center in Florida.

Cashmere is probably the best example of what the Scots do best. It is a difficult fiber to work with, as the knitting of luxury clothes requires the finest thread. Most cashmere is combed from the belly of a goat raised in mountainous parts of China and Mongolia. When it arrives in Britain, it is scoured, and coarse hairs are separated from the fine hair that will be used for yarn. The fibers are dyed and spun.

The spinning is crucial to the quality of the knitted product. Mr. Brown at Lyle & Scott said few of Scotland's hundreds of spinners produce quality high enough to make fine dresses and skirts.

Cashmere is a rather mysterious

commodity — something like gems or again like the minute secrets of the clean rooms in silicon chip companies. No one knows exactly how much cashmere hair the Chinese sell and how much they consume domestically. The Scottish companies prefer not to discuss how much cashmere, yarn or how many garments they produce. And parts of the yarn processing are carefully shielded from outside eyes.

It takes more than a year from the time the goat's belly is combed to when a sweater is made. (For trivia lovers, a cashmere coat requires hair from 24 goats, a man's pullover that from 5 goats. Dawson says.)

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## Industry

Argentina's oil minister says Australia will be the center of an oil pipeline system to supply Venezuela, Argentina, Chile and Uruguay. The project includes a 1,000-kilometer pipeline with a 100,000-barrel-a-day water supply station. It will have a wave maker and large storage tanks.

Among the more than 100 auxiliary projects that have been undertaken by the center are evaluations of the hydroelectric resources of Northern Scotland and Northern Norway. Norway is looking for Sea Ray ships' advice on the North Sea. The Highlands received strong and the Islands the Society's focus for saving on training for fast craft crews and for the Northern provincial government's review requirements for safety rules of offshore industry workers.

—DICK MCKEE

## North Sea

rising from £1 billion in 1981 to £1.5 billion in 1984. And 75 percent of the expenditure is expected to be in Britain.

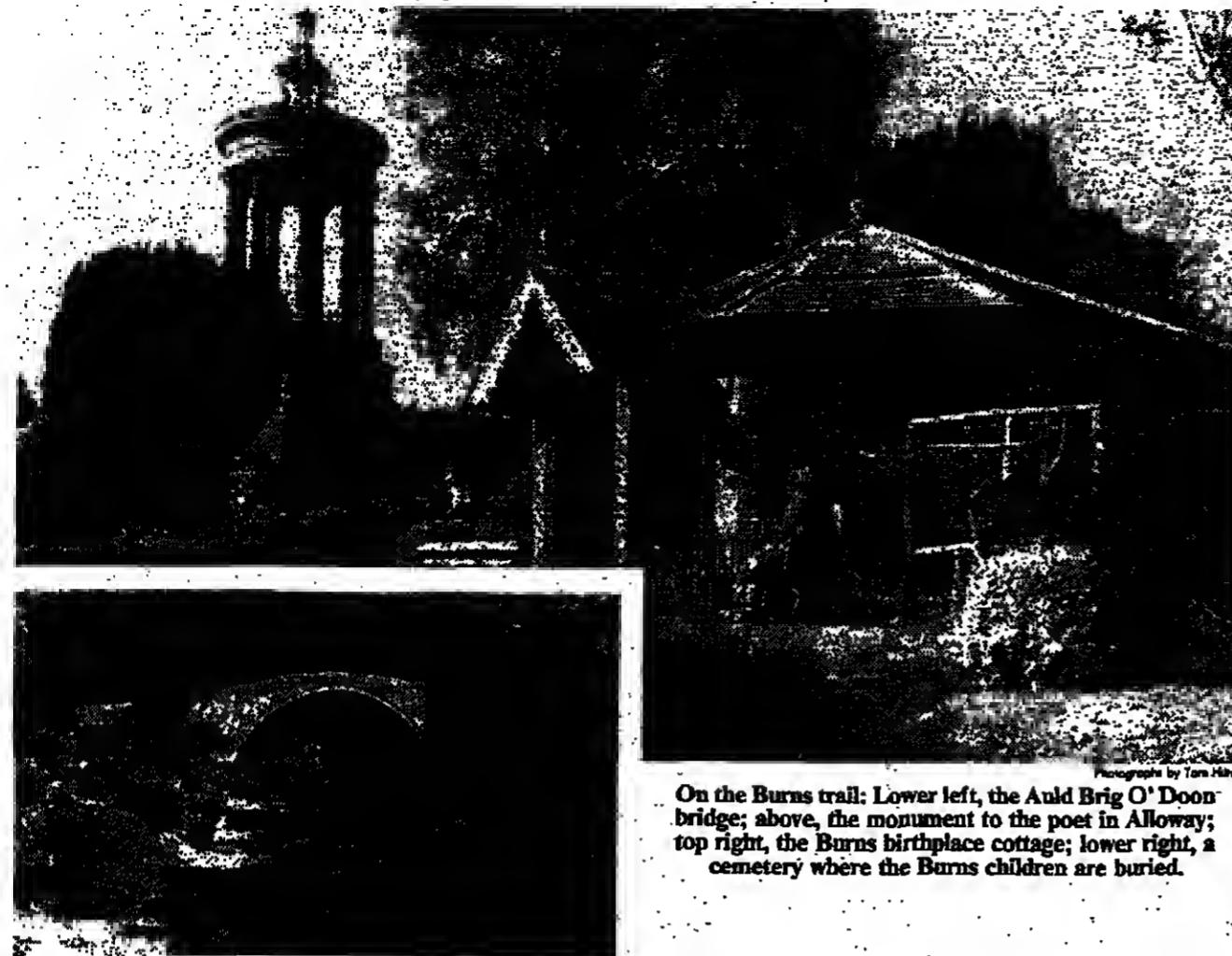
This could be the start of Burns' appearance in the U.S. and other British companies report exports that are now European market leaders under development, especially a kind of personal computer number one in Europe. Burns' work has been performed by the Royal Society of Edinburgh, which has a new headquarters in Edinburgh, and the Royal Society of Medicine, which has a new headquarters in London.

Now that the Burns Trail has been established, it is likely to become a major attraction for tourists. The trail starts at Burns' birthplace in Alloway, goes through Dumfries, and ends at his grave in Dumfries. It passes through the towns where Burns lived and worked, and includes a number of Burns memorials.

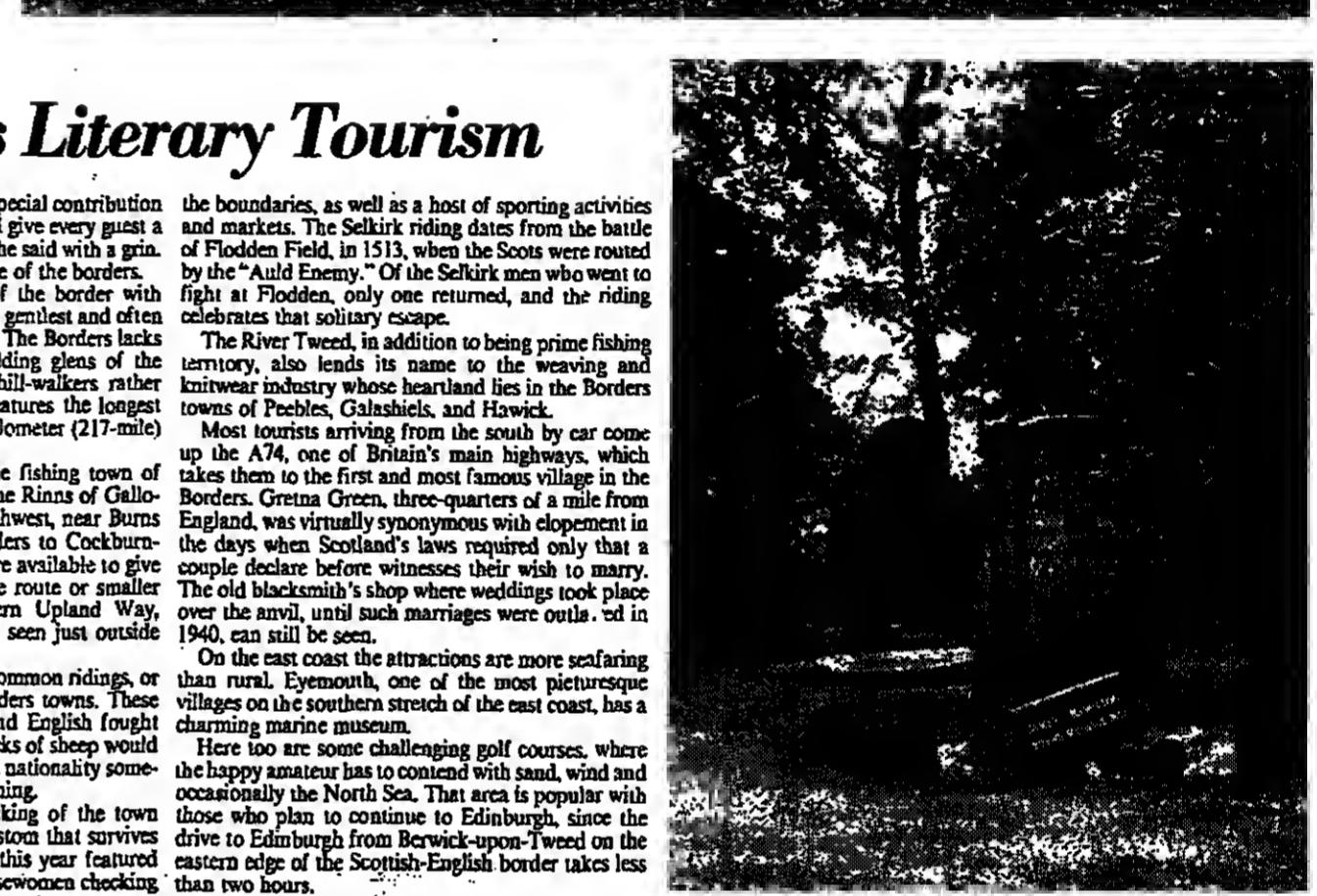
Burns was a west coast man. His birthplace, the clay-walled cottage his father built, can still be seen in the village of Alloway, two miles south of Ayr. Next door is a museum full of Burns memorabilia. The Burns Heritage Trail was created by the Scottish Tourist Board and local authorities in the areas where Burns lived and worked and fathered a remarkable number of children, some of them legitimate. Readers of Burns biographies may occasionally wonder how he found time to be such a prolific writer, especially since he died at age 37.

Burns would likely appreciate the fact that the trail includes some of Scotland's most famous pubs, as well as celebrated hotels, but perhaps the flavor of the man is best captured at Alloway. Just down the steep street from the museum lies the Burns monument, overlooking the "old Brig O'Doon," immortalized in "Tam O'Shanter," Burns' most celebrated epic poem.

Constant electric light was first switched on at No 11 Union Street, Dundee, the home of James Bowman Lindsay, in 1835; 45 years before Edison in America, and Swan in England took out their patents. And for 27 years Lindsay's lights burned late into the night as he wrote up his scientific experiments.



On the Burns trail: Lower left, the Auld Brig O'Doon bridge; above, the monument to the poet in Alloway; top right, the Burns birthplace cottage; lower right, cemetery where the Burns children are buried.



## The Robert Burns Heritage Trail Promotes Literary Tourism

By Ruth Wishart

GLASGOW — One of the wittier Scottish writers summed it up rather well at a recent lunch in Edinburgh: "Nostalgia is the industry of the future."

It is certainly the base of British tourism in 1984, declared National Heritage Year. For Scotland that has meant, among other things, a fresh opportunity to promote the country's literary heritage. Sir Walter Scott and Robert Burns spent most of their lives in the Borders and southwest Scotland, and now Burns has been commemorated with the Burns Heritage Trail.

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The nearby Land O'Burns Centre gives an audio-visual show on the national bard and helps run the annual Burns Festival. The week-long festival, normally held in the second week of June, involves Ayr, Kilmarnock and other towns associated with Burns in a series of *celtic* (Scottish) concerts and poetry readings.

Central to the festival every year is a re-enactment of Tam O'Shanter's ride. A local horseman mounts the Ayr pub named after Burns' luckless hero, and rides his mare down to the Auld Brig. It's as well to know these things in advance, lest you have a dram on arrival and think you're seeing some kind of ethnic mirage.

The rest of the Burns Heritage Trail covers some of the places and people most important in the poet's life. In Ayrshire these include Kilmarnock, where the first edition of his poetry was published, and Mauchline where he farmed with his brother Gilbert.

Further south, near Dumfries, is Ellisland, where he spent his happiest years with his wife, Jean, before they moved to Dumfries, where he died in 1796. His last child was born there on the day he was buried in St. Michael's Churchyard.

The trail ends, as it begins, in the southwest of Scotland, which has many attractive fishing villages. Further inland, along the River Tweed, some of Scotland's best fishing is to be found.

Charles Miller, owner of a famous angling hotel, the Tweed Valley Hotel, which provides lessons for all levels of skill, was asked what his special contribution would be to Heritage Year. "I shall give every guest a glass of whisky when they arrive," he said with a grin. Fond of their heritage, these people of the borders.

This is the region just north of the border with England, where some of Scotland's gentlest and often least-appreciated scenery is found. The Borders lacks the rugged mountains and forbidding glens of the Highlands. Its slopes encourage hill-walkers rather than mountaineers, and it now features the longest walking trail in Britain, the 350-kilometer (217-mile) Southern Upland Way.

This trail starts (or ends) in the fishing town of Portpatrick, on the west coast of the Rinn of Galloway, a rocky peninsula in the southwest, near Burns country. It runs through the Borders to Cockburnspath on the east coast. Rangers are available to give guided walking tours of the whole route or smaller sections. Not far off the Southern Upland Way, Scott's house, Abbotsford, can be seen just outside Melrose, in the eastern Borders.

Peculiar to Borders life are the common ridings, or fairs, held every year in most Borders towns. These date from the days when Scots and English fought fiercely over their frontiers and flocks of sheep would suddenly be found to have changed nationality somewhere around 3 o'clock in the morning.

The "riding" refers to the checking of the town boundaries and fortifications, a custom that survives today. The famous Selkirk riding this year featured almost 600 local horsemen and horsewomen checking the boundaries, as well as a host of sporting activities and markets. The Selkirk riding dates from the battle of Flodden Field, in 1513, when the Scots were routed by the "Auld Enemy." Of the Selkirk men who went to fight at Flodden, only one returned, and the riding celebrates that solitary escape.

The River Tweed, in addition to being prime fishing territory, also lends its name to the weaving and knitwear industry whose heartland lies in the Borders towns of Peebles, Galashiels, and Hawick.

Most tourists arriving from the south by car come up the A74, one of Britain's main highways, which takes them to the first and most famous village in the Borders. Gretna Green, three-quarters of a mile from England, was virtually synonymous with elopement in the days when Scotland's laws required only that a couple declare before witnesses their wish to marry. The old blacksmith's shop where weddings took place over the anvil, until such marriages were outlawed in 1940, can still be seen.

On the east coast the attractions are more seafaring than rural. Eyemouth, one of the most picturesque villages on the southern stretch of the east coast, has a charming marine museum.

Here too are some challenging golf courses, where the happy amateur has to contend with sand, wind and occasionally the North Sea. That area is popular with those who plan to continue to Edinburgh, since the drive to Edinburgh from Berwick-upon-Tweed on the eastern edge of the Scottish-English border takes less than two hours.



If Lindsay had been a bit more of an entrepreneur, history might have remembered his lightbulb.

But he was too pure a scientist. And too canny a Scot.

Possessing the cheapest means of burning the midnight oil ("Half a farthing per week") meant more to him than fame and fortune.

However, the historical record of Scottish achievements, in electrical engineering and electronics shines brightly enough without the lightbulb.

It includes electrical insulation, the electric clock, facsimile reproduction, the TV, video recording and the discovery of solitons.

And, most important, Maxwell's theory of electromagnetism. The cornerstone of electronics technology.

## Not Edin in 1835.

The skills obviously have been passed down. Scotland now has a commanding position in the European electronics scene.

Its universities are internationally renowned in opto-electronics, artificial intelligence and very large scale integration (the next generation of microchips).

Its companies are among the world leaders in computer graphics technology, interactive video systems and banking terminals.

And it has the largest concentration of volume wafer fabrication this side of the Atlantic.

Altogether there are over 250 electronics companies in Scotland, employing more than 40,000 people. And the growth seems unstoppable.

So if you want to set up in electronics, or relocate, and you don't know where to start....

Think of the symbol for a bright idea.

**Locate in Scotland.**

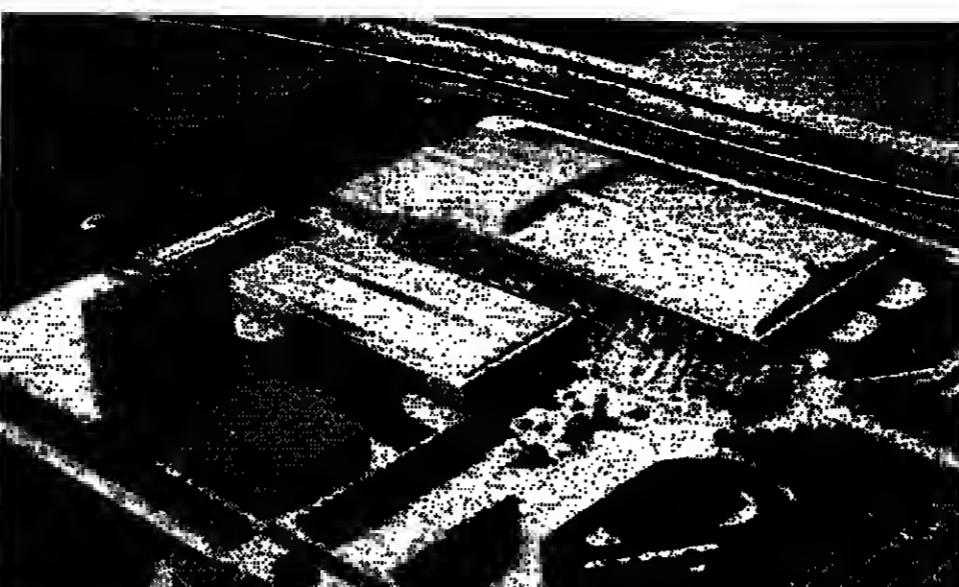
SCOTTISH DEVELOPMENT AGENCY, 17 COCKSPUR STREET, LONDON SW1Y 5RL  
TELEPHONE FREEPHONE SCOTLAND, TELEX 881015.



## SCOTLAND



The Scottish Exhibition Centre, under construction at left, one of the projects being built by the Scottish Development Agency; artist's impression, right. The center, scheduled for



opening in September, 1985, will be a landmark in Glasgow. Total cost of construction is £36 million. The center will be a forum for trade and industrial exhibitions.

## Silicon Glen's High-Technology Industry Now Coming of Age

**EDINBURGH** — The Scottish newspaper reader has over the last couple of years grown used to regular stories about U.S. companies starting business in "Silicon Glen." But one of the latest immigrants from Japan heralds a new era in Scotland's electronics industry.

Shin-Etsu Handotai, which announced this spring that it was investing £30 million in a plant at Livingston, one of the major high-technology centers in Scotland, is hardly the biggest catch in terms of jobs or hard cash. But it produces pure silicon in ingots and wafers, filling a vital link in the electronics chain. The industry seemed to be coming of age.

The industry can be divided into three parts — semiconductors, information technology and military technology, the last two being closely related. George Mathewson, chief executive of the Scottish Development Agency (SDA), has described the semiconductor industry as a snowball that its organization has been pushing down a slope and that "is now large enough to take off and keep rolling under its own momentum."

Apart from Shin-Etsu Handotai's pure silicon, wafer-makers such as National Semiconductor, Motorola (which recently an-

nounced a £50-million expansion at its East Kilbride plant for 16-bit micro and 64K RAM wafers), Burr Brown and NEC, now completing a £50-million investment at Livingston, are beginning to get a good spread of service-company support in Scotland.

Berkeley Glasslab of California is coming, and so, probably, is EKC Technology, also of California, which recycles the waste wafers that result from manufacturing. At least 10 U.S. equipment suppliers are considering coming to Scotland, and the SDA says it has good news "bubbling up from the surface." Kineticon, a start-up Scottish business, provides a heat-treatment process to improve chip reliability.

The scale of the semiconductor advance is hefty enough — Scotland supplies a quarter of Europe's fast-growing wafer market, giving the U.S. companies a back door into the European Community — but, even more encouraging, the big companies such as Motorola and General Instruments are doing more research and development work in Scotland, which now has Europe's largest concentrated pool of semiconductor process engineers.

The information technology industry has deeper roots in the Scot-

tish economy: It dates from the electromechanical products of the 1950s. Dominated by International Business Machines, Digital Electronics, Burroughs, Honeywell and NCR, it provides much of the market for wafers. Productivity is high and, unlike in the semiconductor industry, Scottish start-up companies such as Foxtronics, which makes banking terminals, and Future Technology Systems, which has developed multifunction business systems, are becoming a significant force.

Military electronics, too, has been providing large numbers of native success stories and jobs, though here it is large British companies such as Glasgow's Barr & Stroud, leaders in laser technology, and Ferranti (Scotland), whose subsidiaries include a world leader in the integration of computer-aided design and manufacturing systems (the juniper CAM-K), that predominate.

Around the companies in these three areas there is significant university research going on, such as the optical computer project being led by Heriot-Watt near Edinburgh. But research is not the only key to keeping the electronics industry moving. In a recent call to the government, the employers' or-

ganization Confederation of British Industry called for a major injection of cash into public works to modernize the infrastructure. Scotland is well-served with roads but there are doubts about the long-term future of Prestwick International Airport and much of the rail system.

A recent survey showed that government aid to foreign investors was virtually immaterial in bringing them to Scotland. Other, less publicized issues are crucial to keeping them.

When a U.S. electronics engineer, Dave Wood, announced earlier this year that he planned to start his company Integrated Power Semiconductors in Scotland rather than in California he touched, perhaps unwittingly, upon the two most controversial problems facing the Scottish electronics industry. He said he was fed up with the "revolving door" of disloyalty to companies in Silicon Valley, and he praised the £15-million package put together by British financiers.

But though Scottish electronics workers do indeed tend to be more loyal to their employers than Americans do (a 5.5-percent turnover rate, against 20 to 30 percent in the United States), there is a growing shortage of graduates in

the right subjects from Scottish universities. Scottish Office figures show a sudden decline, starting in about 1980-1981, of entrants in practical electronics.

This worries the SDA, and may be a significant barrier to steady growth. Craig Paterson of Marshall Brisbane, Scotland's largest electronics recruitment consultant firm, which works for all the major companies in Silicon Glen, said: "The government has to provide money for more graduates, or conversion courses for the numerate supermarket of California's Monterey Forum, to help correct this. And there are signs of changing attitudes elsewhere: venture capital funds intent on finding Scottish growth companies and start-ups are beginning to appear, encouraged often by the government's tax-efficient Business Expansion Scheme, though many believe that it needs to be liberalized.

The money problem is simply being one of Europe's modern success stories — not there, but close. Even now if some big U.S. companies left it could all unravel. But when the term Silicon Glen was coined a few years back it was more a clever advertising gimmick or a pious hope than an expression of the reality in Central Scotland. That is no longer the case.

— ANDREW MARR

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And there are signs of changing attitudes elsewhere: venture capital funds intent on finding Scottish growth companies and start-ups are beginning to appear, encouraged often by the government's tax-efficient Business Expansion Scheme, though many believe that it needs to be liberalized.

Scottish electronics is close to being one of Europe's modern success stories — not there, but close. Even now if some big U.S. companies left it could all unravel. But when the term Silicon Glen was coined a few years back it was more a clever advertising gimmick or a pious hope than an expression of the reality in Central Scotland. That is no longer the case.

— ANDREW MARR

tates a wide spread of choice, and Scotland cannot offer it.

The effect can easily be missed among the fanfare of announcements from the multinationals. But they too need more small local start-ups if they are to benefit from an internally dynamic Scottish electronics ecosystem.

## SCOTLAND

## New Marketing Skills Needed As Scotch Whisky Sales Peak

By Roger Collis

LONDON—Scotch whisky was one of the major success stories of the postwar British economy. Today the industry is reeling from the effects of the world economic recession, exacerbated by a shift in consumer drinking habits in favor of wine, white spirits such as vodka, and lighter beverages.

Up to 1978, sales of scotch grew at a phenomenal rate. Between 1953 and 1973 there was a sixfold increase in exports, which account for nearly 84 percent of sales. (Until 1954, the home market was starved of scotch in order to maximize foreign currency earnings.) Growth through the 1960s was about 9 percent a year, falling to 4 percent a year during the 1970s until 1978, which was the peak year.

From 1978 through 1983, sales fell almost 16 percent. And there is no visible sign of recovery. Sales through April 1984 are 4 percent less than in the corresponding period last year.

The decline in production since 1978 has been even more dramatic—48 percent. Because of the high cost of financing maturing whisky stocks, for an average of six years, overestimating demand can be catastrophic.

This highlights a major problem facing the industry, which had forecast a 10-percent compound growth through the 1980s and beyond and thus greatly overstocked, to a degree many times greater than the decline in sales.

For example, at the end of 1983, total industry stocks of scotch were 2.8 billion liters of pure alcohol, which represented nine and a half times the annual world consumption.

Companies do have some flexibility in terms of the market mix by whisky age. In the last 18 months a number of whiskies have been written off. "For 15 years Dewar's sold 25,000 cases a year in the Sudan. And now the new government has prohibited drink. The

### TOP SELLING BRANDS OF SCOTCH WHISKY IN THE U.S.A. — 1982 —

	Percent of Market Shares in Volume
Dewar's (Distillers Co.)	11.5
J&B (Justerini & Brooks/Grand Metropolitan)	9.6
Cutty Sark (Berry Bros. & Rudd)	7.7
Johnnie Walker Red Label (Distillers Co.)	5.6
Chivas Regal (Seagram)	4.4
Johnnie Walker Black Label	2.8

Source: Scotch Whisky Association.

the number of premium brands that the market can absorb.

Consumption of scotch in the United States (by far the largest market in the world, taking 30 percent of exports and 25 percent of total sales) fell 27 percent from 1978 to 1983. There has been a significant move from "bottled in Scotland" brands to cheaper bulk imports, which carry a lower margin for manufacturers.

Japan, with nearly 9 percent of total sales, has also been a problem area, with scotch consumption falling 11 percent from 1978 to 1983.

A major setback for the industry has been the virtual extinction of some markets in Central and South America for political and economic reasons. For example, Mexico has imposed a strict import quota and a tax increase in Venezuela has doubled the retail price of scotch. David Small, managing director of Dewar's, said his sales were down 40 percent in Venezuela.

"South America has been the land of promise, and suddenly the promise has gone," Mr. Small said. He cited Sudan as an example of the many smaller markets that have been written off. "For 15 years Dewar's sold 25,000 cases a year in the Sudan. And now the new government has prohibited drink. The

problem is how to replace that business."

Throughout the industry there seems to be a collective acceptance that the problems for Scotch whisky are directly related to economic factors—the relative strength of the British pound against some currencies, high interest rates, unemployment and diminished consumer spending power, the South American debt—and that prospect will be brighter once the recession is over.

As a spokesman for Distillers Co., which has 40 percent of the world whisky market, put it: "Scotch was Jain in following the recession and I think it's taking a while to come out, even in markets like the U.S. where the economy is exploding almost. The availability of disposable income to increase the trade in liquor in general and scotch in particular hasn't yet come through."

There is no doubt that this is true. But over the period of the recession fundamental changes in consumer lifestyle have emerged, to which the industry has been slow to respond. Scotch is no longer the spirit of the times, especially among the young and hip in Europe and North America. Wine and mixed drinks with vodka and white

rum are somehow perceived as being less harmful than scotch.

A recent survey in Britain showed that scotch was an older person's drink with a predominantly male consumer profile. Mco account for 68 percent of scotch drinkers. And 78 percent of regular drinkers are over 35. David Crisp, account executive for the Teacher's brand at J. Walter Thompson in London, said: "Traditionally, scotch drinkers tend to be pretty serious about booze."

"A generation of joggers is not going to be a generation of heavy alcohol consumers," said Mr. Small. "In the past we have depended a bit on the heavy consumer. Today we're much more interested in the moderate consumer. There has been a reluctance to see scotch as the basis for a mixed drink. I think today's consumer is looking for a wide taste range. And there is this wide range with scotch."

David Connell, managing director of John Walker & Sons, owned by Distillers Co., said: "There is a massive communications job to be done, to talk about what is relevant to today's consumer. The versatility of scotch, that it can be drunk in all kinds of climatic and cultural situations, has never been communicated. We've got to deindividualize the product without losing dignity."

James Bruxton, chairman of Justerini & Brooks, whose J&B brand is No. 2 in the United States, believes that in the vast majority of markets, including the States, people are drinking less scotch than

than switching to other beverages.

A steep industry price increase in 1979, which coincided with the recession, has had the effect, Mr. Bruxton believes, of making consumers trade down within the range of scotches.

"The cheap end of the market, meaning imported bulk whiskies, has been growing at the expense of bottled-in-Scotland brands," Mr. Bruxton said. There is the implication that people who may be drinking less scotch are moving up market to deluxe blended brands and expensive malt whiskies.

This highlights a polarization of the Scotch market. Standard blends are being squeezed between the deluxe and malt sector—which together account for 4 percent of the market in volume—and the growing sector of cheaper blends and supermarket-label products.

The number of brands that have enough consumer demand to get on the shelf and still advertise is increasingly small. "The private labels don't contribute anything to the category, and some may bring us into dispute," Mr. Connell said.

Single-malt whiskies have growing appeal. Because they have a much higher profit per case than standard blends, they account for a disproportionately high share of advertising expenditure (25 percent in Britain, against less than 4 percent of the market). One of the most successful single-malt brands is Glenmorangie, produced by a small family company. Glenmorangie is the No. 2 malt brand after Glenfiddich and the No. 1 brand in Scotland.

Keith Steel, an export executive at Glenmorangie, said sales this year were running 36 percent over last year's. Mr. Steel said he believed the growing world interest in wine had led to a spinoff for malts.

### 1983 SCOTCH WHISKY SALES TOP TWELVE MARKETS (In Millions of Pounds)

	1983	1982				
	Percent	Volume (MLPA) <sup>1</sup>	Value	Percent	Volume (MLPA) <sup>1</sup>	Value
U.S.	25.0	68.1	£224	78.8	£224	
U.K. <sup>2</sup>	16.4	44.7	—	44.8	—	
Japan	8.8	23.9	£ 70	25.7	£ 68	
France	7.7	21.1	£ 79	20.6	£ 69	
Italy	4.0	11.0	£ 54	11.0	£ 51	
West Germany	3.1	8.3	£ 32	8.3	£ 28	
South Africa	2.9	8.0	£ 34	6.5	£ 25	
Spain	2.7	7.3	£ 27	6.6	£ 23	
Australia	2.5	6.4	£ 15	8.0	£ 19	
Belgium/Luxembourg	2.2	5.9	£ 23	5.8	£ 21	
Canada	1.6	4.3	£ 20	5.1	£ 21	
Netherlands	1.5	4.1	£ 15	4.7	£ 15	
EC Total <sup>3</sup>	20.7	56.3	£227	57.0	£210	
Total Exports <sup>3</sup>	83.6	227.8	£858	251.0	£871	
Total Sales	100.0	272.5	—	295	—	

1. MLPA = Million liters of pure alcohol (LPA); 1 LPA = 2.5 bulk liters at 70 proof or 40% by volume.

2. Released from bond for the distribution to the trade.

3. Shipments.

Source: Scotch Whisky Association/Customs and Excise.

## Dawson International (Incorporated in Scotland)

The Chairman, Mr. Ronald Miller, reports record profits and major strategic acquisitions in manufacturing overseas during the year and subsequent to the year end.

Summary of Results	1984	1983
	£ million	
Turnover	179.2	139.0
Profit before tax	25.3	20.1
Net liquid resources	35.5	38.5
Earnings per share	19.8p	18.6p
Dividends per share	7.3p	6.5p

Copies of the Annual Report, containing the Chairman's Statement, may be obtained from The Secretary, Dawson International plc, Kinross, KY13 7DH, Scotland.

The Dawson Group is a specialist manufacturer of the highest quality textile products. It is best known for its luxury knitwear sold under its world famous brand names.



## Golf in Scotland: The Perennial Great Leveler

By Norman Mair

EDINBURGH—Golf in Scotland has never belonged to any one class. Mary Queen of Scots was a zealous practitioner until, thanks to Elizabeth I and the executioner's ax, she failed to maintain the basic relationship between head and shoulders that from time immemorial all the game's great teachers have deemed essential.

"All distinctions of rank," ran the Statistical Account of Scotland concerning golf on the Links of Leith in the 18th century, "were levelled by the joyous spirit of the game. Lords of Session and cobblers, knights, baronets and tanners might be seen earnestly contesting."

Scotland is peopled by golfing junkies, the kind of addicts caught beautifully by Graham's classic cartoon in which a bride brides at the spectacle of her groom standing at the altar, dutifully attired in wedding garb but with his golf clubs slung over his shoulder. "Well," he is muttering, defensively, "it's not going to take all day, is it?"

In 1885, R. F. Murray was moved to verse by the obsession for the game in St. Andrews. His poem opened, "Would you like to see a city given over? Soul and body to a tyrannising game?" and contained such lines as:

"The city boasts an old and learned college;  
Where you'd think the leading industry was Greek;  
Even the favoured instruments of knowledge  
Are a driver and a putter and a cleek."

To the ear of the misogynist golfer male, Haggis Castle, on the outskirts of Glasgow, has always had the ring of the course that ought to house any woman's championship that ever was. Down the centuries there have been many of the golfing fraternity in Scotland who accepted the only other sex we have very much on suffering.

Indeed, in the north of Scotland they still tell of the husband who rescued his wife from drowning and, soaping wet and on the point of collapse, carried her across the links to the clubhouse of Royal Aberdeen. "Not in here, sir," said the steward, deeply shocked. "The ladies' club is away down to the left."

Nevertheless, if the golf was good enough, the passion for the game transcended sexist prejudices. In 1929 a tourist walking the streets of St. Andrews was considerably

startled and left feeling distinctly uncomfortable when the local postman, as he passed, murmured in tones of bottomless gloom, "She's five doon!"

In fact, the fabled Joyce Wethered recovered from the deficit to defeat the United States's almost equally celebrated Glenna Collett in that legendary final of the British women's championship.

The same assumption that all the world is given over to golf was evocatively mirrored, much more recently, by an acquaintance of mine. To a mutual friend he began, over the telephone, without even bothering to say who he was, "4 4 3, 4 4, 3, 4 3 2."

In Russia those cryptic numerals might have been taken to be a secret formula or a number in the salt mines which never occurred to the Scottish recipient of this piece of intelligence that he was listening to anything other than the scores for a front nine, the only questions keenly exercising his mind being where and by whom.

The late Henry Longhurst was wont to refer to Britain and Ireland as the golfing treasure house of the world. Scotland, of course, has its share of the most precious jewels, not least the famed Open championship courses from Prestwick, which saw the birth of the Open in 1860, to those still on the championship rota: St. Andrews, Muirfield, Royal Troon, Carnoustie and Turnberry.

The Open championship has never been held inland. These are all seaside courses, which, despite the advent of modern watering systems and fertilizers, have retained enough of their traditional character to ensure that there is still truth in the old tag that a player cannot be regarded as a complete golfer until he has won the Opens on both sides of the Atlantic.

Tom Watson, who has already won the Open in Britain five times, has wisely warned against the folly of overwatering, of an Americanization of even the most ancient links that would rob golf in the British Isles of much of its unique attraction and charm.



## INTERNATIONAL BUSINESS/FINANCE

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U.S. Stocks  
Report, Page 12

THURSDAY, JULY 19, 1984

## WALL STREET WATCH

## Diving Into Growth Stocks And Not Going Under

By EDWARD ROHRECK

*International Herald Tribune*

**E**merging or submerging — that is what investors dunked unmercifully over the past year are wondering now about smaller growth stocks.

The group, up 700 percent since 1977, more than doubled the 60-percent gain blue-chip stocks splashed in the first year of the bull market. But since last summer they have dropped by a third, tripling the correction in the Standard & Poor's 500-stock index. And as First Source points out, the 50 largest capitalization stocks in the S&P 500 were down 2 percent in 1984's first half while, excluding that group, the index gained 8½ percent.

Small high-technology stocks on the over-the-counter market, many of which tripled in 1982-83, have climbed back in many cases by 50 to 75 percent, and the American Stock Exchange Index, also weighted towards smaller issues, hit a new low for the year.

Yet two of Wall Street's top analysts in the emerging growth stock set see a change coming. Basically, they say the group's fast earnings coupled with the price decline to the stocks have made them attractive values again.

The research director at Morgan Stanley, Dennis Sherva, said: "Our dividend/earnings discount model shows that the group's valuations are back to the levels that existed in the summer of 1982 and far below the excessive highs reached in June 1983 and May 1984."

"A calculation of price/earnings ratios to projected growth rates also shows that the price of growth has rarely been cheaper in emerging enterprises."

**M**r. Sherva disputes the claim made by many market analysts and investment strategists that small growth stocks will underperform big stocks in any major Wall Street advance. "These emerging growth issues will outperform a rising market by anywhere from 25 to 50 percent," he asserted. "They won't get left behind."

However, his favors stocks in the group that are "more risk adverse and defensive, with moderate P/E's." The Morgan Stanley list: Angat, Community Psychiatric Centers, Harland (John), Hechinger, Pall, Molex, Sigma-Aldrich, Tellabs and Lubys' Cafeteria.

Qualities these companies share, he said, are an estimated average annual growth rate of 33 percent over the next five years, high return on equity to self-finance growth, clean balance sheets and leadership positions in their fields.

Mr. Sherva emphasized selectivity in choosing emerging growth stocks, arguing that some will be "losers" even if Wall Street does rally again.

"These can be identified by having characteristics exactly opposite of the winners," he said. "Watch out for 'fad' companies and those without proprietary products. Also, diversify among the recommended stocks even if you have a \$5,000 portfolio."

Mr. Sherva's favorite companies — as opposed to stocks — are Apollo Computer, Mentor Graphics, Network Systems, Policy Management, Stratus Computer and Systems & Computer Technology. P/E's on these fast-lane stocks, at about 30 times on average for 1984 estimated earnings, about double the multiples on the first list.

"But P/E's among the really fast growers should almost be cut in half with 1985 earnings," he noted.

William Ritter, who covers 40 emerging growth stocks for Dean Witter and does valuation research in the area, now sees the group much like it was the summer of 1982, just before its explosive takeoff.

"Since March the stocks have shown relative strength in a down market," he observed. "In my mind this is all very similar with two years ago."

Dean Witter valuation studies for the group are in "extreme positive territory," he declared.

Because of the higher growth rate of these stocks, they enjoy a potential price appreciation considerably above the market. That potential was measured at 79 percent by Dean Witter in March

(Continued on Page 17, Col. 1)

## CURRENCY RATES

Official fixings for Amsterdam, Brussels, Milan, Paris, New York rates of 2:00 P.M. EDT.

	Per	U.S.\$	Per	U.S.\$	Per	U.S.\$	Per	U.S.\$	Per	U.S.\$	Per	U.S.\$
Australia	1.7175	0.5875	Ireland	0.9705	Malta	0.6455	Portugal	0.8725	San Marino	0.7225	Singapore	0.5525
Austria	1.0496	0.9455	Japan	1.2025	Latvia	0.9255	Lithuania	0.9255	Malta	0.6455	Norway	0.7125
Belgium	1.2125	0.7355	Korea	1.1525	2.0625	0.8205	Latvia	0.9255	Malta	0.6455	Poland	0.7125
Denmark	1.2585	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Portugal	0.7125
Finland	1.2125	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Romania	0.7125
Greece	1.2585	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
Holland	1.2125	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
Iceland	1.2585	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
Ireland	1.2125	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
Italy	1.2585	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
Malta	1.2125	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
New Zealand	1.2585	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
Norway	1.2125	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
Portugal	1.2585	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
Spain	1.2125	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
Sweden	1.2585	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
Switzerland	1.2125	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
U.K.	1.2585	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
U.S.	1.2125	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
U.S.S.R.	1.2585	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
U.S.A.	1.2125	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125
U.S.D.	1.2585	0.8625	Malta	1.1525	2.0625	0.8205	Lithuania	0.9255	Malta	0.6455	Russia	0.7125

**Dollar Values**

Official fixings for Amsterdam, Brussels, Milan, Paris, New York rates of 2:00 P.M. EDT.

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**Wednesday's  
NYSE  
Closing**

**Tables include the nationwide prices up to the closing on Wall Street**

12 Month High	Low	Stock	Olv.	Vld.	PE	Sts. 100s	High	Low	Quot.	Cny.
<b>(Continued from Page 12)</b>										
8 414	Mckibbs	224	63	6	16	11	23	54	56	\$34
39 1/4 359	Microm	224	140	14	16	123	367	36	34 1/2	+ 1/2
16 1/2 254	Milco	174	140	14	16	163	102	102	195	-
20 1/2 1364	MilcoInd	1.04	21	21	24	195	195	195	195	-
21 21 214	MILW	246	111	8	2525	274	246	246	246	-
48 18% 511	MillsBrd	220	200	20	112	47	38	47	47	+ 1/2
19 1/2 124	MillsR	190	145	15	38	139	135	125	125	-
89 1/2 484	MINA	1.40	1.25	1.25	1.25	1241	765	765	756	- 1/2
26 23 254	MinPL	254	48	7	87	26	23	23	23	-
35 1/2 134	Mining	224	111	8	2525	39	137	137	137	-
18 1/2 144	Mops	1.20	75	5	10	158	154	154	154	-
20 1/2 214	Mops	2.44	136	136	14	10	10	10	10	-
22 1/2 183	Mops	2.44	136	136	14	10	10	10	10	-
33 1/2 263	Mops	2.44	136	136	14	10	10	10	10	-
16 1/2 54	Mutel	220	84	8	2525	55	55	55	55	-
24 1/2 312	Mobil	220	84	8	2525	245	245	245	245	-
8 1/2 31	Mobil	220	84	8	2525	57	57	57	57	-
14 1/2 636	MOCat	224	111	8	2525	74	74	74	74	-
23 1/2 162	Mofesc	.32	1.9	7	247	175	175	175	175	-
16 1/2 812	MofexDI	224	111	8	2525	124	124	124	124	-
25 1/2 144	MofexH	.80	4.61	192	247	124	124	124	124	-
50 1/2 617	MofexM	2.30	21	21	92	753	245	245	245	-
26 1/2 246	Mofix	2.44	115	7	42	265	265	265	265	-
30 1/2 21	MofixPw	2.80	111	6	1030	256	256	256	256	-
17 1/2 747	MofixS	1.00	11.9	11	11	141	141	141	141	-
6 1/2 674	MONY	.80	11.6	8	143	71	71	71	71	-
49 1/2 142	MoorC	2.00	52	11	29	354	192	192	192	-
20 1/2 205	MoresM	1.04	52	13	785	204	193	193	193	-
28 1/2 212	MoresM	2.50	97	6	259	591	591	591	591	-
70 1/2 5746	Morgan	4.00	47	6	1394	5074	5074	5074	5074	-
84 1/2 744	MorganAl	6.95	87	31	8012	5074	5074	5074	5074	-
77 1/2 142	MorganKrd	1.40	47	8	223	2676	271	271	271	-
37 22	MorganS	1.40	47	8	223	5	223	223	223	-
84 1/2 52	MorganS	1.74	44	24	24	233	7456	7324	7324	-
58 29 29	Motors	5	44	24	24	24	24	24	24	-
34 1/2 44	MotorsF	5	44	24	24	24	24	24	24	-
23 1/2 164	Munford	1.40	27	10	163	204	204	204	204	-
20 1/2 127	Munsing	1.40	42	20	4	152	152	152	152	-
41 1/2 26	Murso	1.00	53	53	1374	374	374	374	374	-
31 1/2 27	MursoRv	1.30	53	53	823	287	287	287	287	-
12 11 11	Murdom	1.44	53	53	117	117	117	117	117	-

(Continued from Page 12)

S	416	Mickib's	11	23	54	5%	5%
39 <sup>1</sup>	329 <sup>1</sup>	McLaren	224	62	8	31	34%
14 <sup>2</sup>	74 <sup>2</sup>	McLusky	174	16	1433	10%	36
25 <sup>3</sup>	136 <sup>3</sup>	McMahan	1.04	21	21	19%	19%
21	21 <sup>4</sup>	McMinnEmp	248	11.1	28	24%	24%
48	184 <sup>5</sup>	McMurd	129	18	112	47	47%
191 <sup>2</sup>	121 <sup>6</sup>	McMurr	148	18	15	1241	13%
89 <sup>1</sup>	484 <sup>7</sup>	McMM	226	73	7	87	23%
28	23 <sup>8</sup>	McMPL	134	16	13	39	13%
157 <sup>9</sup>	134 <sup>10</sup>	McMains	281	24	5	10	10%
184 <sup>11</sup>	141 <sup>12</sup>	McPS	120	24	5	10	10%
204 <sup>13</sup>	172 <sup>14</sup>	McPhee et	244	13	13	10	10%
224 <sup>15</sup>	182 <sup>16</sup>	McPhee et	241	13	13	9	9%
375 <sup>17</sup>	263 <sup>18</sup>	McPhee et	413	13	3	20	30%
167 <sup>19</sup>	54 <sup>20</sup>	McPhei	56	13	13	3	3%
345 <sup>21</sup>	252 <sup>22</sup>	McPhei	220	84	7	2579	26%
87 <sup>23</sup>	34 <sup>24</sup>	McPheiH	13	13	13	5	5%
144 <sup>25</sup>	63 <sup>26</sup>	McPCor	11	13	13	5	5%
231 <sup>27</sup>	161 <sup>28</sup>	McPesc	32	1.9	7	23	17%
163 <sup>29</sup>	81 <sup>30</sup>	McPescD	11	1.9	7	247	12%
254 <sup>31</sup>	141 <sup>32</sup>	McPescR	.89	4.6	19	17	17%
538 <sup>33</sup>	611 <sup>34</sup>	McPescR	230	21	9	925	24%
286 <sup>35</sup>	246 <sup>36</sup>	McPfOU	244	15	5	24	26%
305 <sup>37</sup>	23 <sup>38</sup>	McPonPw	2,860	11.9	6	1030	25%
175 <sup>39</sup>	147 <sup>40</sup>	McPonSt	1,010	11.9	6	11	16%
5	67 <sup>41</sup>	MONY	.80	11.6	6	143	7%
419 <sup>42</sup>	143 <sup>43</sup>	MooreC	2,002	5.5	13	7	29
201 <sup>44</sup>	206 <sup>45</sup>	MooreM	1,043	5.5	13	765	20%
289 <sup>46</sup>	212 <sup>47</sup>	MooreM	2,50	9.9	6	25	25%
784 <sup>48</sup>	574 <sup>49</sup>	Morgan	4,07	4.6	6	1,394	30%
84 <sup>50</sup>	74 <sup>51</sup>	Morgan	4,976	8.7	6	31	31%
37	54 <sup>52</sup>	MorganK	1,20	4.7	6	223	26%
841 <sup>53</sup>	54 <sup>54</sup>	Morton	.80	15	7	5	22%
56	29 <sup>55</sup>	Motrin	1.74	3.4	12	73	73%
344 <sup>56</sup>	29 <sup>57</sup>	Motrin	5.44	1.6	24	21	21%
239 <sup>58</sup>	44 <sup>59</sup>	Motrin	1.44	2.7	10	153	20%
841 <sup>60</sup>	44 <sup>61</sup>	Motrin	1.44	2.7	10	4	5%
56	29 <sup>62</sup>	Motrin	1.44	2.7	10	4	5%
344 <sup>63</sup>	44 <sup>64</sup>	Fuel	1.44	2.7	10	4	5%
239 <sup>65</sup>	44 <sup>66</sup>	Munford	5.44	1.6	24	21	21%
201 <sup>67</sup>	164 <sup>68</sup>	Munsing	1.40	4.2	8	29	29%
411 <sup>69</sup>	26 <sup>70</sup>	Murphy	1.00	23	23	1	1%
307 <sup>71</sup>	27 <sup>72</sup>	MurroO	1.00	23	23	1	1%
31 <sup>73</sup>	27 <sup>74</sup>	MurroO	1,446	12.7	27	11	11%
13	27 <sup>75</sup>	MurroO	1,446	12.7	27	11	11%

1 Month	Sks.		Close		13 Month	Sks.		Close		17 Months	Sks.		Close		12 Month	Sks.		Close			
High	Low	Stock	Div.	Yld.	PE	High	Low	Gross	Chg%	High	Low	Stock	Div.	Yld.	PE	High	Low	Gross	Chg%		
18%	12	NiCoMP	2.00	12.9	2	561	14%	154	150	-5%	20%	15%	PhilSub	1.23	1.3	10	53	18	177	10	+1%
23%	22	NiMet	2.49	14.5		202	23%	272	237	+5%	24%	21%	PhilTr	3.40	2.9	8	42	10	54	54	+1%
23%	22	NiMet	2.90	14.4		202	23%	272	237	+5%	24%	21%	PhilTr	3.40	2.7	8	42	10	54	54	+1%
23%	22	NiMet	4.10	15.2		450	27	25	24	-1%	24%	21%	PhilTr	2.65	2.7	8	42	10	54	54	+1%
43%	25	NiMet	3.25	15.4		502	25	24	24	-1%	24%	21%	PhilTr	2.65	2.7	8	42	10	54	54	+1%
43%	25	NiMet	3.72	15.4		1195	50	47	46	-1%	24%	21%	PhilTr	2.65	2.7	8	42	10	54	54	+1%
21%	16	NiMet	3.65	15.4		2206	51	48	47	-1%	24%	21%	PhilTr	2.65	2.7	8	42	10	54	54	+1%
27%	24	NICOR	2.04	12.0	15	103	28	25	25	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
20%	13	NICOR	1.72	8.5	12	103	28	25	25	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
50%	23	NICOR	1.50	8.5	12	103	28	25	25	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
17%	10%	Nicor	1.90	8.5	8	87	17	14	14	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
52%	24	NICOR	1.60	8.5	8	500	51	50	47	-3%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
31%	16	NICOR	1.99	10.9	9	147	102	102	102	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
15%	12	NIPPS	1.48	12.0	7	104	121	121	121	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
61%	61	NIPPS	1.24	11.3	6	454	45	45	45	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
42%	22	NIPSPW	1.24	8.8	6	910	37	37	37	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
41	41	NIPSPW	1.24	8.8	6	502	22	27	29	+1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
51%	51	NIPSPW	1.45	12.0		500	51	50	47	-3%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
102%	102	NIPSPW	1.00	8.5		1034	102	100	100	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
67%	52	NIPSPW	1.74	12.0		500	51	50	47	-3%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
27%	34	NIPSPW	1.48	12.0		195	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
17%	16	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1%	24%	21%	Pioneer	1.40	1.9	14	51	16	34	34	+1%
21%	21	NIPSPW	1.48	12.0		104	33	33	33	-1											

**Sales figures** are **unofficial**. **Yearly highs** and **lows** reflect the previous 23 weeks plus the current week, but not the latest trading day. Where a **split** or stock **dividend** amounting to 25 percent or more has been paid, the year's high-low range and dividend are shown for the new stock only. Unless otherwise stated, rates of dividends are annual disbursements based on the latest declaration.

**a**—**annual rate** [not extra rate].  
**b**—**annual rate** of dividend plus stock dividend.  
**c**—**liquidated** dividend.  
**cld**—**called**.  
**d**—**new yearly low**.  
**e**—dividend declared or paid in preceding 12 months.  
**f**—dividend in Canadian funds, subject to 15% non-residence tax.  
**g**—dividend declared after split-up or stock dividend.  
**i**—dividend paid this year, omitted, deferred, or no action taken on latest dividend meeting.  
**j**—dividend declared or paid this year, on accumulative basis with dividends in arrears.  
**n**—new issue in the past 52 weeks. The high-low range begins with the start of trading, not next day delivery.  
**nd**—price-earnings ratio.  
**r**—dividend declared or paid in preceding 12 months, plus stock dividend.  
**s**—stock **split**. Dividend begins with date of split.  
**sds**—sales.  
**t**—dividend paid in stock in preceding 12 months, estimated cash value on x-s distribution or ex-distribution date.  
**u**—new year's high.  
**v**—trading halted.  
**vi**—in bankruptcy or receivership or being reorganized under the Bankruptcy Act, or securities assumed by such companies.  
**wd**—when distributed.  
**wi**—when issued.  
**ww**—with warrants.  
**x**—ex-dividend or ex-rights.  
**xds**—ex-distribution.  
**xw**—without warrants.  
**y**—ex-dividend and sales in full.  
**yld**—yield.



Season Session Open High Low Close Chg.

Nbr Cnt Open High Low Close Chg.

Grains

WHEAT (CBOT)

5,000 bushels-dollars per bushel

4,725 Jul 132.5 132.5 131.4 +0.1%

4,718 Aug 132.5 132.5 131.4 +0.1%

4,710 Sep 132.5 132.5 131.4 +0.1%

4,685 Oct 132.5 132.5 131.4 +0.1%

4,655 Nov 132.5 132.5 131.4 +0.1%

4,625 Dec 132.5 132.5 131.4 +0.1%

4,595 Jan 132.5 132.5 131.4 +0.1%

4,565 Feb 132.5 132.5 131.4 +0.1%

4,535 Mar 132.5 132.5 131.4 +0.1%

4,505 Apr 132.5 132.5 131.4 +0.1%

4,475 May 132.5 132.5 131.4 +0.1%

4,445 Jun 132.5 132.5 131.4 +0.1%

4,415 Jul 132.5 132.5 131.4 +0.1%

4,385 Aug 132.5 132.5 131.4 +0.1%

4,355 Sep 132.5 132.5 131.4 +0.1%

4,325 Oct 132.5 132.5 131.4 +0.1%

4,295 Nov 132.5 132.5 131.4 +0.1%

4,265 Dec 132.5 132.5 131.4 +0.1%

4,235 Jan 132.5 132.5 131.4 +0.1%

4,205 Feb 132.5 132.5 131.4 +0.1%

4,175 Mar 132.5 132.5 131.4 +0.1%

4,145 Apr 132.5 132.5 131.4 +0.1%

4,115 May 132.5 132.5 131.4 +0.1%

4,085 Jun 132.5 132.5 131.4 +0.1%

4,055 Jul 132.5 132.5 131.4 +0.1%

4,025 Aug 132.5 132.5 131.4 +0.1%

3,995 Sep 132.5 132.5 131.4 +0.1%

3,965 Oct 132.5 132.5 131.4 +0.1%

3,935 Nov 132.5 132.5 131.4 +0.1%

3,905 Dec 132.5 132.5 131.4 +0.1%

3,875 Jan 132.5 132.5 131.4 +0.1%

3,845 Feb 132.5 132.5 131.4 +0.1%

3,815 Mar 132.5 132.5 131.4 +0.1%

3,785 Apr 132.5 132.5 131.4 +0.1%

3,755 May 132.5 132.5 131.4 +0.1%

3,725 Jun 132.5 132.5 131.4 +0.1%

3,695 Jul 132.5 132.5 131.4 +0.1%

3,665 Aug 132.5 132.5 131.4 +0.1%

3,635 Sep 132.5 132.5 131.4 +0.1%

3,605 Oct 132.5 132.5 131.4 +0.1%

3,575 Nov 132.5 132.5 131.4 +0.1%

3,545 Dec 132.5 132.5 131.4 +0.1%

3,515 Jan 132.5 132.5 131.4 +0.1%

3,485 Feb 132.5 132.5 131.4 +0.1%

3,455 Mar 132.5 132.5 131.4 +0.1%

3,425 Apr 132.5 132.5 131.4 +0.1%

3,395 May 132.5 132.5 131.4 +0.1%

3,365 Jun 132.5 132.5 131.4 +0.1%

3,335 Jul 132.5 132.5 131.4 +0.1%

3,305 Aug 132.5 132.5 131.4 +0.1%

3,275 Sep 132.5 132.5 131.4 +0.1%

3,245 Oct 132.5 132.5 131.4 +0.1%

3,215 Nov 132.5 132.5 131.4 +0.1%

3,185 Dec 132.5 132.5 131.4 +0.1%

3,155 Jan 132.5 132.5 131.4 +0.1%

3,125 Feb 132.5 132.5 131.4 +0.1%

3,095 Mar 132.5 132.5 131.4 +0.1%

3,065 Apr 132.5 132.5 131.4 +0.1%

3,035 May 132.5 132.5 131.4 +0.1%

3,005 Jun 132.5 132.5 131.4 +0.1%

2,975 Jul 132.5 132.5 131.4 +0.1%

2,945 Aug 132.5 132.5 131.4 +0.1%

2,915 Sep 132.5 132.5 131.4 +0.1%

2,885 Oct 132.5 132.5 131.4 +0.1%

2,855 Nov 132.5 132.5 131.4 +0.1%

2,825 Dec 132.5 132.5 131.4 +0.1%

2,795 Jan 132.5 132.5 131.4 +0.1%

2,765 Feb 132.5 132.5 131.4 +0.1%

2,735 Mar 132.5 132.5 131.4 +0.1%

2,705 Apr 132.5 132.5 131.4 +0.1%

2,675 May 132.5 132.5 131.4 +0.1%

2,645 Jun 132.5 132.5 131.4 +0.1%

2,615 Jul 132.5 132.5 131.4 +0.1%

2,585 Aug 132.5 132.5 131.4 +0.1%

2,555 Sep 132.5 132.5 131.4 +0.1%

2,525 Oct 132.5 132.5 131.4 +0.1%

2,495 Nov 132.5 132.5 131.4 +0.1%

2,465 Dec 132.5 132.5 131.4 +0.1%

2,435 Jan 132.5 132.5 131.4 +0.1%

2,405 Feb 132.5 132.5 131.4 +0.1%

2,375 Mar 132.5 132.5 131.4 +0.1%

2,345 Apr 132.5 132.5 131.4 +0.1%

2,315 May 132.5 132.5 131.4 +0.1%

2,285 Jun 132.5 132.5 131.4 +0.1%

2,255 Jul 132.5 132.5 131.4 +0.1%

2,225 Aug 132.5 132.5 131.4 +0.1%

2,195 Sep 132.5 132.5 131.4 +0.1%

2,165 Oct 132.5 132.5 131.4 +0.1%

2,135 Nov 132.5 132.5 131.4 +0.1%

2,105 Dec 132.5 132.5 131.4 +0.1%

2,075 Jan 132.5 132.5 131.4 +0.1%

2,045 Feb 132.5 132.5 131.4 +0.1%

2,015 Mar 132.5 132.5 131.4 +0.1%

1,985 Apr 132.5 132.5 131.4 +0.1%

1,955 May 132.5 132.5 131.4 +0.1%

1,925 Jun 132.5 132.5 131.4 +0.1%

1,895 Jul 132.5 132.5 131.4 +0.1%

1,865 Aug 132.5 132.5 131.4 +0.1%

1,835 Sep 132.5 132.5 131.4 +0.1%

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## SPORTS

**Norman Vaults to Role as Favorite in British Open**By Gordon S. White Jr.  
*New York Times Service*

**NEW YORK** — When Greg Norman survived an atrocious approach shot into the bleachers and rolled in a curling 40-foot par putt from the left fringe of the 18th hole at Winged Foot June 17, the 29-year-old Australian did more than force a playoff with Fuzzy Zoeller for the U.S. Open championship. He also got the attention of golf fans everywhere.

They had known about Norman's long, long tee shots, but paid scant heed to him otherwise. With that eye-catching finish, Norman, a big, blond who is known as the Shark, suddenly was recognized as a special golfer — one with the excitement of distance and an attractively relaxed attitude. He has time for a joke or two, even in defeat.

He waved a white towel of surrender at Zoeller on the final green of the Open playoff that Zoeller won by a record 8 strokes, and after earning \$43,200 in the recent Western Open when he lost on the third hole of a sudden-death playoff to Tom Watson, he said, "My bank manager's happy."

After the Open, Norman began

to hear, "Go Greg!" more often from hundreds in the gallery.

"You play well and you get their attention," he said. "You play poorly and no one really pays much attention."

Recently, Norman has been playing better than anybody else. He began the hot streak with a victory in the Kemper Open June 3. Two weeks later, he finished second in the Open, then tied for 10th in the Georgia-Pacific Atlanta Classic June 24. He outdueled Jack Nicklaus in the final round to win the Canadian Open July 1 and then placed second to Watson in his U.S. tour for the first time in his career.

His two firsts and two seconds were achieved against the best of the game on four of the strongest courses the pros play this year — Congressional, Winged Foot, Glen Abbey, and Butler National. And in that span he earned a total of \$244,200.

Thus he is in peak form for this week's British Open, which begins Thursday. The setting is St. Andrews Old Course in Scotland. Norman is ready. So is Watson, who hopes to tie Harry Vardon with his sixth British Open title, and so is Jack Nicklaus, who won the last two British titles contested at St. Andrews, in 1970 and 1978.

Said Watson: "Obviously, over the last six weeks Greg has played better golf than anyone else in the world. You have to consider him the favorite for the British Open."

Norman has been a big winner on the European, the Australian and the Japanese circuits over the last few years — he won five of seven tournaments he played in toward the end of last year outside of the United States — and he insists he is playing the same as he always has. But he has made such an impression on the public recently because he has been winning on the U.S. tour for the first time in his career.

"It's easier to do — distance and then accuracy," Norman said. "Seve Ballesteros did it that way. I'm sure. He started out hitting as far as he could and then worked on accuracy."

Ballesteros, the flamboyant Spaniard, hit long, wild shots, and first attracted world attention by winning the British Open and Masters by recovering from parking lots and wrong fairways.

"The most difficult shot in golf is the accurate, long drive," Norman said.

Norman said he was clocked on a speed machine early in the day, and that his drive measured "130 miles an hour at impact" — 209.2 kilometers an hour. "I was about

132 miles an hour back in 1977 and 1978. They told me that was the fastest anyone had been timed."

Norman's power was on display in the Open, especially at Winged Foot's par-4, 456-yard ninth hole. In the first two rounds he hit his drives so far that he needed only wedge shots of about 145 yards to reach the green. The hole normally plays at a par 5 for members, about 480 to 490 yards.

Ballesteros and Norman honed their games on foreign courses before achieving success in the United States. Norman thinks it's a good practice.

"I think every young American player coming out of college should go to the European tour," he said. "Then they'd realize how good it is in this country with the practice facilities, locker facilities and courses. You drive up in a course in Europe and change your shoes in the car and go hit."

As a rule, Norman does not get irritated on the golf course. His

playoff with the fun-loving Zoeller was a showcase of excellent and relaxed championship golf.

"If I'm enjoying golf, I want others to enjoy it as well," Norman said. "The people coming out to watch me should enjoy it also. Golf really is that way. Why get upright

United Press International  
Norman, left, with Fuzzy Zoeller in the U.S. Open playoff.

hitting that little ball? Sure, I get upset at myself on a very bad shot. But I can't understand why people get so keyed up and upset over what happens to a little golf ball. I would like to see a lot more players loosen up and relax."

The first time I played St. Andrews in 1978 I'll never forget, I was 10 yards off one of those big greens in a little swale. But I was 90 yards from the pin. I hit a nearly full wedge from 10 yards off a green? Those greens are pretty big.

"One thing you learn in this competition is you can't be a lay-up player. You have to be aggressive. The guys who play conservative golf are the guys in trouble."

Like David Graham, an Australian raising his family in Dallas, Norman plans to live in the United States for years.

His 40-foot putt, he said, provided him a feeling of welcome. "Now, wherever I play in the United States, I feel at home, just as if I am playing before a home crowd," he said. "I've always felt this way in the British Open. So I'm looking forward to it."

**Padres Win on Garvey's 3 RBIs**

Compiled by Our Staff From Dispatches

**CHICAGO** — Steve Garvey hit his fourth home run in three runs

in leading the San Diego Padres to a 5-3 triumph over the Chicago Cubs here Tuesday. Their third victory in a row put the Padres 17 games over .500 (33-36), a club record. No other San Diego team has ever been at 500 or above this late in the season.

Garvey, whose 1,101 career RBIs ranks ninth among active players, drove in a run with a first-inning

**BASEBALL ROUNDUP**

roundout, made it 5-1 when he homered off Steve Trout (9-4) in the fifth and doubled in a second, took

bird on Ryne Sandberg's fly and scored on Gary Matthews' rounder. Show left after Leon Durham singled.

Keith Moreland greeted reliever Rich Gossage with a two-run home in his second of the game and ninth of the year, to cut the Padre lead to 6-5. Gossage avoided further damage when Ron Cey flied out to right to end the inning. Gossage then retired the side in order in ninth for his 16th save of the year.

**Phillies 4, Reds 3**

In Cincinnati, Steve Carlton pitched a six-hitter with two separate milestones as Philadelphia downed the Reds, 4-3. Carlton (8-6) walked two and struck out eight to reach the 100-strikeout mark for the 18th straight year, tying him with Hall of Famer Jim Palmer. The victory was the 308th of Carlton's career, tying him with Bob Gibson for 11th place on the all-time list.

Garrett (13-8) took the loss.

**Angels 5, Blue Jays 3**

In the American League, in Anaheim, California, Reggie Jackson's 493rd career homer, a two-run shot that capped a three-run seventh, boosted California past Toronto, 5-3. Jackson's 15th home run of the season tied him with Lou Gehrig for 13th place on the all-time list.

"It boosted my ego, although mine probably doesn't need it," said Jackson, whose next goal is 500, then registered his 11th complete game in ending the Rangers' four-game losing streak and halting a six-game New York winning streak.

**Dodgers 5, Pirates 0**

In Pittsburgh, Ken Landreaux hit a sacrifice fly and broke up José Alvarado's no-hitter with a seventh-inning home run to help Los Angeles end the Pirates' game-winning streak with a 5-0 verdict. Alejandro

Penha (11-4) pitched a five-hitter for his fourth shutout of the season.

**Expos 2, Braves 0**

In Montreal, Bryn Smith shut down Atlanta on five hits and Tim Raines drove in a run and scored another as the Expos' 20th victory, (8-7) walked one and struck out five in posting his second shutout and second complete game of the season.

**Astros 3, Mets 2**

In Houston, Mark Bailey's two-run homer in the ninth put the Astros past New York, 3-2. After the Mets had gone ahead in the top of the ninth, reliever Doug Sisk (1-2) walked Terry Puhl with one out and Bailey followed with his seventh home run of the season and third in three games.

**Giants 7, Cardinals 2**

In St. Louis, Joel Youngblood and Brad Willard each hit two-run doubles and Greg Minton earned his second save in as many games in pacifying San Francisco's 7-2 victory over the Cardinals. Mike Krukow (6-8) went six-plus innings before Minton came on. Joaquin Andujar (13-8) took the loss.

**Indians 9, Royals 7**

In Kansas City, Missouri, George Vukovich and Jerry Wilard each doubled home a run during a three-run fourth to boost Cleveland to a 6-2 decision and a doubleheader sweep of the Royals. In the 9th opener, the winners' Carmen Castillo hit a two-run home run and Julio Franco had two RBIs on a double and a sacrifice fly.

**Red Sox 6, A's 1**

In Oakland, California, Bobby Ojeda pitched a six-hitter and Marty Barrett drove in two runs with a double to lead Boston over the A's. 6-1. It was the fourth complete game of the season for Ojeda (7-7). The only run he allowed came in the ninth on a two-out single by Dave Kingman.

**Mariners 3, Brewers 1**

In Seattle, Mark Langston allowed two hits and struck out 12 over eight innings to lead the Mariners past Milwaukee, 3-1. Langston (8-7) walked five and set a season strikeout high for an American League pitcher this season. He has 103 strikeouts in all, and 79 in his last 74 innings.

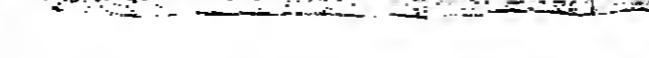
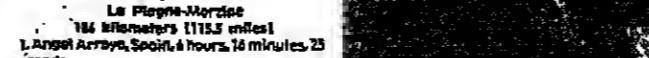
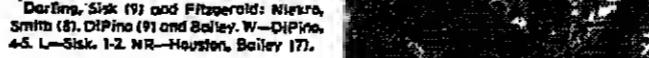
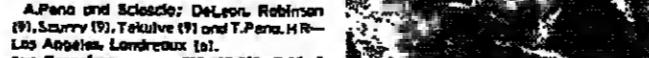
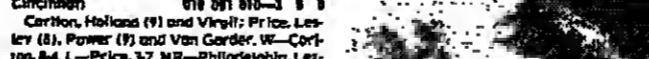
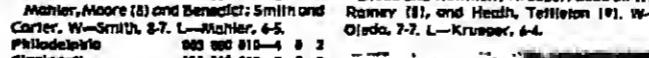
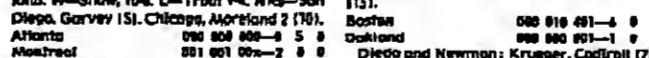
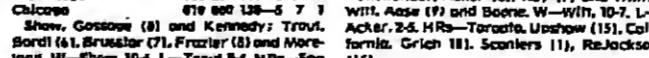
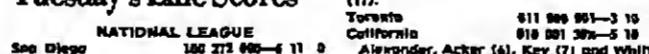
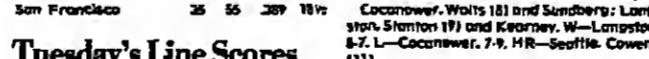
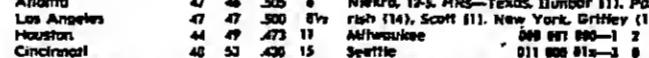
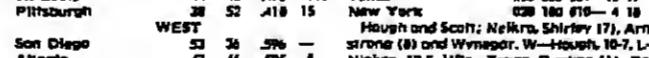
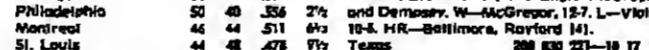
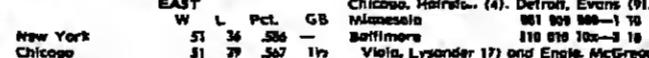
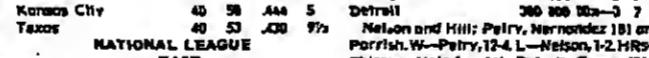
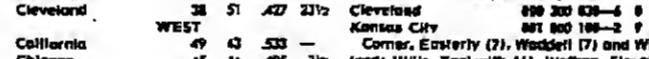
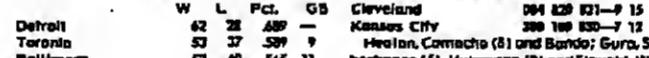
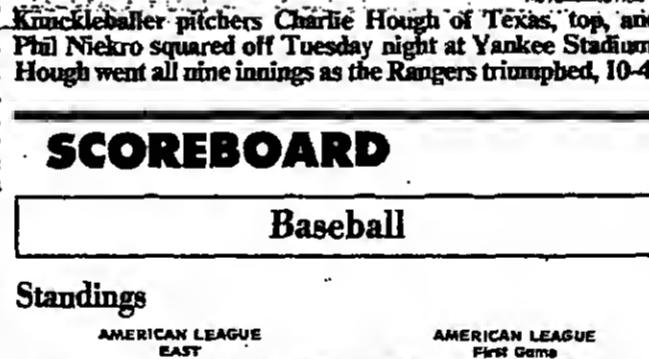
**(UPI, AP)**

**Rangers 10, Yankees 4**

In New York, Tommy Dunbar's first major-league homer, a three-run shot in the fifth, provided the decisive run in Texas's 10-4 defeat of the Yankees. In a battle of knuckleballers, Charlie Hough (10-7) went the distance to best Phil Niekro. Hough allowed 10 hits, struck out 5 and walked none in winning for the eighth time in his last nine decisions. The 36-year-old registered his 11th complete game in ending the Rangers' four-game losing streak and halting a six-game New York winning streak.

**Giants 5, Pirates 0**

In Pittsburgh, Ken Landreaux hit a sacrifice fly and broke up José Alvarado's no-hitter with a seventh-inning home run to help Los Angeles end the Pirates' game-winning streak with a 5-0 verdict. Alejandro



## ART BUCHWALD

## Gauging Convention Ire

**WASHINGTON** — The one intelligent question is: Is there a political convention needed? The more it's a political party can produce, the more excitement for the delegates, the media and the TV viewers.

Herman Schmidlapp, who has been measuring ire at political conventions for 40 years, rates this Democratic convention 4.5 on an ire scale of 10. (The 1968 Democratic convention in Chicago was 9.3.)

"I always discount media ire in my calculations," Schmidlapp told me, "because they carry ire with them no matter what story they're covering. This time their ire has been aimed at Moscone Center, where most of them have been seated in the bunker three miles from the podium. So they have to watch TV to find out what's going on. Even the people reporting on the TV screens have to watch TV monitors to know what's happening in the hall."

"What kind of ire do you measure?" I asked.

"The ire over the party platform, the choice of the vice president, and how angry the delegates are about the way the convention is being run."

"This time around Fritz Mon-

dale is assured the nomination, so there is no contest, and while I've detected some ire in the Hart camp, they seem more resigned than irate than their boy didn't make it."

"There must be a lot of ire by Jackson supporters."

"That was to be expected, but Jackson's been running on ire. He's been angry at everything, and since he hasn't been consulted on anything and he feels he was short-changed in delegates, his ire has been a big factor in my giving this convention a 4.5. Without Jackson, I might have downgraded the ire factor in a 1.7."

"You can't measure the ire factor of a Democratic convention to a Republican one. It's like comparing Michael Jackson to Pat Boone. Democratic conventions are supposed to be brawls. They thrive on floor fights and demonstrations and cutting deals. When Kennedy said he wasn't a candidate and Mondale wrapped up the nomination and picked a woman as his running mate, all the ire went out of the convention. Also since the Democrats are not in power, there are no angry street demonstrations to raise the ire of the people inside and outside the convention hall."

"The only time I thought I might have to raise the ire factor was last Sunday when Mondale tried in fits Charles Manatt, the Democratic Party chairman, and wanted to replace him with Bert Lance. Everyone was furious and you could smell real ire in the air. The funny thing was no one had ever heard of Manatt before he was fired. But when it leaked out that Mondale had done it, the party was torn apart and all you heard was 'How could Mondale do that to Chuck?' Then when Fritz flipped and said Manatt could stay, the ire calmed down and everyone was happy he was staying, although no one had any idea what the hell Manatt did."

"Wasn't the ire more over making Bert Lance Democratic campaign manager?" I asked.

"That's true. When I heard one of Mondale's strongest supporters say 'Making Bert Lance Democratic campaign chairman is like appointing John DeLorean the head of General Motors,' I raised my ire factor at the convention by one point."

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Those include an alleged meeting between Herbst and a French Communist in Paris, an allegation that Herbst tried to obtain entrance to the United States for German Communists in 1935 and an allegation that Herbst was interested in causing bloodshed and prolonging strikes.

## Biography

By Edwin McDowell  
New York Times Service

**N**EW YORK — The novelist and critic Josephine Herbst was not widely known when she died in 1969, and Elinor Langer did not even hear of her until 1973. But Langer's new biography, "Josephine Herbst" (Atlantic-Little, Brown), is likely to make the novelist's name better known — and it will undoubtedly raise some eyebrows because of charges against the late Katherine Anne Porter.

The book reproduces a four-page confidential memorandum from the FBI, written in May 1942, in which an unidentified informant accused Herbst of a variety of sins, including that of having been a Soviet courier in 1935. It is Langer's contention that the FBI informant was Katherine Anne Porter.

"Even the FBI appears to have found Katherine Anne's fiction far-fetched," the author writes, "because there is appended to the transcript a list of amplifications unusual in such reports."

According to the report, the informant, who was interviewed in Reno, said that Herbst "has a violent temper, a revolutionary attitude and has caused trouble wherever the opportunity presented itself." The informant, supposedly a close friend of Herbst, also described her as having "contempt for the American form of Government and for the so-called American 'liberal'" and of being a follower of Stalin.

Langer, who describes herself as a radical writer, acknowledges that Herbst, who was known as Josie, was radical.

"But there is no way — there is absolutely no way — she could have been traveling as a courier to and from Moscow," Langer writes.

"The times and places simply do not add up. Josie did not go to the Soviet Union in 1935; she did not live there for two years following her brief visit earlier in the decade; and there is nothing in her correspondence with Katherine Anne over those years that suggests she did."

The biographer says Porter's story to the FBI "is purely and simply a malignant reinterpretation of everything she knew about Josie's history almost from the time they had met, and if destruction was her purpose, it was also a particularly clever interpretation since it left Katherine Anne herself the only person in a position to prove or disprove what she said. Of the seven points listed in the amplifications, six have reference as sources only to Katherine Anne."

Those include an alleged meeting between Herbst and a French Communist in Paris, an allegation that Herbst tried to obtain entrance to the United States for German Communists in 1935 and an allegation that Herbst was interested in causing bloodshed and prolonging strikes.

## Exploring the Links Between an American Radical, Katherine Anne Porter and an FBI Informant



The New York Times  
Katherine Anne Porter

Langer says that the internal character of the FBI interview supports her contention that Porter was the informant, because the interview rests heavily on many times and places that the two women were living together and because at the time of the interview Porter was living in Reno.

Herbst — whose trilogy of novels, "Pity Is Not Enough," is frequently compared to John Dos Passos's "U.S.A." — took a job in Washington in December 1941 with the Office of Coordinator of Information, an intelligence and propaganda agency.

She worked on the German desk, writing scripts, but was dismissed five months later. The formal FBI memorandum was not made until two days after she was ousted, however, and it is still impossible to piece together the reasons for Herbst's dismissal.

"What satisfaction Katherine Anne could have anticipated from her invention is another mystery," Langer writes, "since the report was to be buried in a government graveyard for all eternity." Herbst went to her grave apparently with no inkling that her friend had not really been a friend, if indeed this were the case.

The book also says that Herbst's former husband, John Hermann, introduced Al Hiss to Whitaker Chambers in 1934, contrary to testimony by Hiss. Such a meeting, if it took place, would underlie the contention by Hiss that he met Chambers only later when Chambers was using an assumed name.

Langer supplies no documentary evidence that the meeting took place, and she warns that the Hiss case "is one of the greatest miasmas of American politics," in which "there are no arguments that have not been shaken, there is no evidence which has not been influenced, there have been no sentences either uttered or written that have not been passed into nonsense."

The episode about Josephine Herbst and Katherine Anne Porter is reprinted in the summer issue of Grand Street, a literary quarterly, and the biography will be published Aug. 7 — about 25 years after the Atlantic Monthly Press first signed up the rights to publish an autobiography of Josephine Herbst.

"We took an option on her memoirs in 1959, and I'm certain that one of the reasons she came to us was because we were Katherine Anne Porter's publisher," said Peter Davison, senior editor of the press. After she died, her literary executor discovered there were no memoirs.

The idea for the biography developed,

Langer writes in the book, after she bought a collection of essays titled "As We Saw the Thirties," edited by Rita Simon.

"The essay on literature had been written by Granville Hicks," she writes, "an in, along with praise for other neglected fiction of the period, was a small, inviting rare edition. To a trilogy by Josephine Herbst. That effort was enough to send Langer to a library for the books the following day, thus beginning what she describes as a 'mysterious kinship' with Josephine Herbst, whose ashes lay in an unmarked grave in an Iowa cemetery.

## PEOPLE

## 'Argonauts' in Russia

A re-creation of the mythological voyage of Jason and the Argonauts has brought a crew of 16 explorers to Batum on the shores of Soviet Georgia, a Soviet newspaper said Wednesday. Mostly British, the crew left the ancient Greek harbor of Paganai on May 3 to test the legend of the ancient seafarers, who were said to have sailed from there to Colchis on the Black Sea and carried off the Golden Fleece with the help of the sorceress Medea. British explorer and navigator Tim Severin is leading the three-month, 1,500-mile round-trip voyage in a 40-foot reconstructed Bronze Age galley named Argo.

President Ronald Reagan's actress daughter, Patti Davis, drew polite applause in her musical comedy debut in the Birmingham, Alabama, production of "The Pajama Game." About 1,000 people attended Monday's opening night.

Boy George, the British singer whose dress attracts as much attention as his voice, is on a two-week vacation in Jamaica and says he "won't get bogged down with my work." He plans to visit Rita Marley, widow of the late Bob Marley, Jamaica's reggae superstar.

Princess Ainoos, wife of Saudi Arabian King Fahd, is "improving satisfactorily" after a kidney transplant operation. The princess was admitted to Presbyterian-University Hospital in Pittsburgh on July 14.

Taking icebergs to Europe's largest glacier is as odd as taking sand to the Sahara — but movie producers of James Bond's latest spy adventure are doing it. In the Bon film "A View to a Kill," Agent 007 escapes from his enemies in a sunken submarine disguised as an iceberg. The scene is shot partly on the icy Joe Kullarson lagoon, beneath the 8,300-square-mile Vatnajokull glacier, Europe's largest, in eastern Iceland. But nature-loving Icelanders recently were surprised to find several polystyrene imitations bobbing in the chilly waters amid free-floating mountains of ice that natives had come to see. "The were easier to maneuver," said a designer Phil Kohler. To the Icelanders' even greater chagrin, Roger Moore, who plays Agent 007, was never seen around the tumbling chunks of ice and plastic foam. His parts were taken over by Bond's double, English stuntman Martin Grace. The movie is scheduled for release early next year.

## Thieves Steal Crucifix From Titian Museum

The Associated Press

**PIEVE DI CADORE, Italy** — Thieves broke into the house where the Renaissance painter Titian was born and stole a 15th-century crucifix, police said Wednesday. The house is a national monument and Tuileries.

The thieves took only the hand-carved wooden cross and ignored several other valuable possessions of the famous painter, police said. Titian, whose real name was Tiziano Vecellio, was born in this northern Italian town near Udine in 1490 and became one of the most influential painters of the Renaissance.

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